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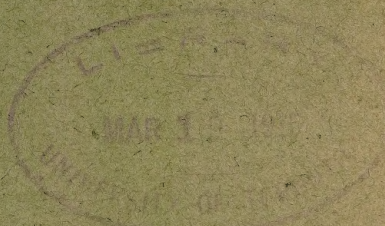
Canada. Trade & Commerce, Dept. of

SUPPLEMENT  
TO  
WEEKLY REPORT  
OF THE  
DEPARTMENT OF TRADE AND COMMERCE

ANNUAL REVIEW  
OF  
THE WORK  
OF  
THE CANADIAN COMMERCIAL  
INTELLIGENCE SERVICE

FOR THE YEAR ENDED DECEMBER 31st, 1914.

**Published by Authority of Sir George E. Foster, K.C.M.G., M.P.**  
*Minister of Trade and Commerce.*



OTTAWA  
GOVERNMENT PRINTING BUREAU  
1915







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## INTRODUCTION.


The supplement to the Weekly Report now presented is intended to comprise a general review of the work of the Commercial Intelligence Branch of the Department of Trade and Commerce for the year 1914. While not of a detailed character it was nevertheless thought that such a bulletin would be valuable for purposes of reference, as giving in condensed form an outline of the year's work. It is to be expected that next year's review will reach a higher level of excellence in the matter of some of the Trade Commissioner's reports than has been found possible in the first attempt at such a record. It is hoped that Canadian manufacturers and exporters may by means of this supplement be able to gain a clearer conception as to the aims and activities of this branch of the public service, and that in the future they may be ready to avail themselves of its co-operation in an effort to extend Canadian trade with countries cverseas.

R. GRIGG,

*Commissinoer of Commerce.*

OTTAWA, February 10, 1915.





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## CANADIAN COMMERCIAL INTELLIGENCE SERVICE.

(By Mr. R. Grigg, Commissioner of Commerce).

OTTAWA, February 10, 1915.

The development of foreign markets has long been recognized as a most important factor in the growth of population and wealth in modern countries. No purely agricultural people can hope to attain a high rank among nations and no industrial people has found it possible to avoid assiduous cultivation of the field of commerce in regard to outside markets. On the contrary, all the leading nations find it necessary to increase their efforts in this direction as manufactures develop and provide a profitable outlet for the industry of their people.

A consideration of some importance is found in the steadying effect of export trade, the conditions of which are less subject to fluctuations characteristic of a purely local business, which overworks plants at one time and leaves them half idle at another. A realization of this fact is just now much in the minds of Canadian manufacturers owing to recent experience.

The purpose of the Commercial Intelligence Service is to promote the sale of Canadian products abroad and to provide Canadian manufacturers and exporters with information regarding trade conditions and opportunities in countries in which Canadian goods are likely to find a market. This service was established by Order in Council on November 21, 1891, and the first officer was appointed in 1894. At present the officers serving abroad number twenty-four, of whom eighteen are Trade Commissioners stationed in the Argentine Republic, Australia, British West Indies, China, Cuba, France, Germany, Japan, Holland, Newfoundland, New Zealand, South Africa and the United Kingdom, and six are Commercial Agents stationed in the British West Indies, Colombia, Norway and South Africa. In accordance with an arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, a large number of British Consols were also placed at the disposal of Canadians, who may wish to consult them in reference to trade matters. A selected list of twenty-two British Consulates appear from time to time in the Weekly Reports, and letters are frequently addressed to these officers from Canada, the replies are sent in duplicate to the Department and original letters are forwarded to the firms who have written the Consulates. These often exist of carefully drawn statements relating to enquiries, indicating the prospects of exporters and giving names of importing firms. The address of Consulates not included in the list referred to can be obtained from the Department. It will be seen that sources of information provided by the network of trained observers in the British Consulates throughout the world is of great value to Canadian men of business whether for purpose of export or import, and the importance of this facility will increase with the development of Canada.

By the direction of Sir George Foster, the Trade Commissioners and Commercial Agents were required to render an account of their work for the year 1914 for publication in the form of a supplement to the Weekly Report. Replies have been received from Mr. D. H. Ross (Melbourne), Mr. E. H. S. Flood (Barbados), Mr. Edgar Tripp (Trinidad), Mr. Phillippe Roy (Paris), Mr. J. T. Lithgow (Rotterdam), Mr. W. A. Beddoe (Auckland), Mr. C. E. Sontum (Christinia), Mr. W. J. Egan (Capetown), Mr. J. E. Ray (Birmingham), Mr. E. D. Arnaud (Bristol), Mr. C. Dyer (Leeds), Mr. Harrison Watson (London), and Mr. F. A. C. Bickerdike (Manchester). No response was received from Mr. C. F. Just (Hamburg) because he is detained in Germany during the war and not allowed to communicate. On the outbreak of the war Mr. G. B.



Johnson (Yokohama) offered his services to the War Office and being accepted was on this account prevented from rendering a review of his work during the past year. On the completion of his investigations through Central and South America, Mr. H. R. Poussette (Buenos Aires) spent some months at the beginning of the year in visiting leading Canadian industrial establishments and interviewing heads of firms with reference to South American possibilities. Before returning to his post in Buenos Aires, Mr. Poussette paid a visit to England and did not take up his accustomed duties again until well on in the year. This fact excludes an account of the year's work of this officer from appearing in this review. During the course of the year Mr. J. W. Ross (Shanghai), Mr. F. Dane (Glasgow), Mr. D. M. McKibbin (Johannesburg), and Mr. E. J. Wilkinson (Durban), were appointed to their posts, and as they took up their duties for the first time during the year an account of their work has not been rendered. The reports that have been submitted, however, are reproduced herewith and outline the activities of the officers who sign them.

On December 17, 1913, Mr. Watson Griffin was appointed to visit the West Indies as a Special Trade Commissioner to investigate conditions and prepare reports with a view to developing trade with these colonies. Mr. Griffin has now completed his work and rendered a report upon it which will appear in due course.

An important part of the work of Canadian trade officials consists in the preparation of reports reviewing the possibilities for trade with the countries in which they are stationed. These are edited with some care in the Department and are published in the Weekly Report, together with other matter judiciously selected from foreign and home trade journals. In each number of the Weekly Report there is published a list of Trade Enquiries, or opportunities for trade abroad. These are forwarded to the Department by the Trade Commissioners and Commercial Agents and are the means of placing foreign buyers in touch with Canadian sources of supply. During the past year 1,414 Trade Enquiries were received and published in the Weekly Report, while 4,500 names and addresses of enquirers were furnished to Canadian applicants. Other matter included in the Weekly Report comprises statistics of Canadian trade, Canadian grain statistics and crop bulletins, monthly lists of steamship sailings from Canadian ports, British agricultural produce trade figures, and miscellaneous articles of varied interest. The circulation (free) of the report is confined to Canada.

An attempt has been made to improve the quality of the Weekly Report and both its size and circulation have greatly increased in the last two years. It is becoming recognized that such a publication is an excellent medium for the diffusion of commercial information and it is therefore hoped that the efforts being directed towards its perfection will be rewarded by valuable results. It is receiving generous and increasing notice from the press and reaches members of parliament, universities, merchants, manufacturers, bankers, the professional classes and even a limited number of school teachers who use it for educational purposes. Appreciative letters are constantly received, some of them covering valuable suggestions. Among the many interesting subjects dealt with there appeared in No. 566 a statement of principal articles produced in Canada and the imports of such articles, the object sought being to encourage enlarged production and the hope was expressed that "Made in Canada" would provide an article equal in quality to that obtained from foreign sources—a condition essential to its sale.

Two supplements to the Weekly Report were issued during the year. The first was the red book containing the Report of the Commissioner of Commerce, written following his visit to China and Japan, and dealing with the probable future of Canadian trade in the Orient. This report received favourable notice both in and out of the press, not only in Canada but also in other countries to which copies were sent. Following the outbreak of the war there was published in the Weekly Report a series of statements with comments thereon, showing German exports to Canada and to various parts of the world and designed to illustrate the opportunities for the enlargement of Canadian trade, resulting from present war conditions. This series, together



with other matter having a similar bearing, was reproduced in the form of a special supplement dealing with the war and its relation to Canadian trade. Many requests were received for this supplement and by these means Canadians were made familiar with the commercial readjustments rendered necessary by the war.

The Trade Commissioners and Commercial Agents compiled and submitted to the Department during the year lists of importers in the countries in which they were stationed, who were likely to be interested in Canadian products. These lists have been edited and a revised edition of the Directory of Foreign Importers will soon be issued and distributed to those who may find it of value.

That greater interest in foreign trade is being taken by Canadian producers has been very evident during the past year. There has been a marked increase in the correspondence of the Commercial Intelligence Office at Ottawa, under the direction of the Commissioner of Commerce, as the following approximate figures of letters received and sent from this branch during the past three years will indicate:—

1912 (May 25 to December 31.. . . . .)	4,300
*1913.. . . . .	6,100
1914.. . . . .	14,000

\*NOTE.—The figures for letters during the year 1913 were influenced to an important degree by the absence of the Commissioner of Commerce on duty in China, Japan and Europe for seven months of that year.

A large number of the letters received embody questions of every conceivable kind. The replies cover a wide range of subjects often demanding careful investigation and inquiry, involving reference to various departments of the government, to reports and economic literature bearing upon the subject in hand, including the publications of foreign countries, and often resulting in correspondence with persons and firms in all parts of Canada. The services of the Statistical Branch under the indefatigable superintendence of Mr. W. A. Warne, are often sought for the preparation of tabulated statements necessary for the supply of information regarding trade. A standing difficulty in this respect is found in the customs classification which is designed for purposes of revenue and is the foundation of Canadian trade statistics. It is often impossible to interpret these figures as a guide to traders and others, and persons interested in this highly important subject should refer to the Report of the Departmental Commission on the official Statistics of Canada, 1913, of which a copy may be obtained from the Department of Trade and Commerce.

In addition to this large body of correspondence, numerous interviews also occur. Gentlemen call at the office in large numbers for information and conference—rarely a day passes without such visitors, all of whom are welcome and command the services of the staff in an earnest effort to co-operate to their advantage. These interviews are of the most varied character, embracing visits from Canadian producers seeking information with respect to foreign markets, calls from foreign consuls, government officials, members of boards of trade, and others desiring further light on some matter connected with Canadian export. Some of the interviews are such as to take up considerable time and often demand careful investigation on the part of the staff of the branch. After the outbreak of the war a great many requests were received for information concerning the opportunities created from the derangement of trade resulting from the war. All this goes to show a greater interest in export trade on the part of Canadian producers and a clearer recognition of the importance of developing foreign markets.

#### EXAMPLE OF LEADING COUNTRIES.

##### *Great Britain.*

So long as Great Britain remained the workshop of the world no pressing reason for the services of Commercial Agents was felt, but with the rapid increase of industrial production in competing countries the mercantile classes in the United Kingdom demanded the institution of an efficient Commercial Intelligence Service. In order

to effect this object the consuls were required to undertake commercial training and to devote more attention than formerly to this branch of their duties. A new branch of the service known as Commercial Attaches came into existence a few years ago. These officers underwent a special course of training and were attached to certain embassies representing Great Britain in the capitals of foreign powers. A still later development has consisted of the appointment of officers known as Trade Commissioners in the self-governing dominions who have the assistance of imperial correspondents stationed in the principal towns.

### *Germany.*

With the thoroughgoing efficiency which characterizes all her activities, Germany organized an important Commercial Intelligence Service, and there is no doubt that the phenomenal growth of her exports has been greatly assisted by the officers of that service. She won the important position she held in the world's market by the maintenance of an elaborate promotive organization at home and abroad to which all the resources of the empire have contributed. Mr. A. H. Baldwin, recently Chief of the United States Bureau of Foreign and Domestic Commerce, writes as follows in an article contributed to the *World's Work*:—

“The foreign commerce of Germany has been frankly under governmental aid and subsidy, and Germany has been by far the most aggressive of the great manufacturing nations in pushing their export trade. The commercial agents of the Kaiser are supposed to be everywhere. One of our own consuls in the Orient, who utilized a period of leave of absence from his post for a journey into the most remote and almost unknown districts of China, found that he had been preceded by German trade investigators. It has been affirmed that there are hundreds of trade correspondents of the empire maintained in the United States. This may not be exact, but there is no doubt that Germany has utilized every useful source of trade information open to her in any part of the world.

“Every power at the command of the empire has been diverted to the aid of this trade development system, its capital, its railroads and steamship lines, its chambers of commerce, schools and colleges, its foreign banks and its consular and diplomatic services. When subsidies have seemed to be required they have been granted; when high transportation rates have been in the way of competition with rival commercial nations, they have been lowered. Sales by small manufacturers have been financed by the banks, and credit periods of six months to one or two years have been common.”

### *United States.*

The United States has for many years realized the importance of the subject and has been steadily building up a commercial intelligence service in anticipation of the time when natural products would cease to provide the major portion of her exports. Both because of the increased consumption of her vast population and of the increased products of the industrial section of it, the value of the exports of manufactured goods overtook and passed the value of food product exports in the year 1904, when the export of manufactures for further use and for consumption amounted to \$523,319,979, and this large total had further increased by 1914 to \$1,099,632,138, or slightly over 100 per cent in the decade.

Distinguished Americans have alleged that in past years the vicious principle of consular appointments for political service regardless of special fitness was permitted in the United States, but the best evidence of the great change which has occurred in this respect and the increased public understanding of the vital importance of the subject, is found in the fact that resulting from the representations made from the Chamber of Commerce of the United States, nine gentlemen have been recently



appointed as Commercial Attachés. All of these are carefully selected by examination and in nearly every case are university graduates speaking and writing more than one language. The duty of the attaché was defined as follows:—

“To investigate and report upon such conditions in the manufacturing industries and trade of foreign countries as may be of interest to the United States.”

To secure that this comprehensive ground should be fully covered, the examination for appointment was both written and oral, and exhaustive tests were applied with regard to personal fitness on the ground of economic information, familiarity with trade details and the literary equipment which will enable the attaché to give expression to the result of his work in a form that will command respect and attention. It will be necessary for commercial experts to gauge the consuming powers and exporting capacities of the countries in which they are stationed in relation to foreign trade, and for such men a knowledge of the language of the country is an asset of increasing value.

To again quote the admirable article by Mr. Baldwin already referred to:—

“The Department of Commerce, in fulfilling the function assigned to it gathers, compiles and publishes a great volume of useful commercial information. The consular officers of the Department of State report on trade conditions currently, as a part of their day’s work. They constitute a corps of commercial correspondents in every important port and capital, and their observations on the progress of trade in their districts are available to any business firm in the pages of the daily consular and trade bulletins and circulars of the Bureau of Foreign and Domestic Commerce. Commercial Agents and special representatives supplement the record made by consuls through investigations of markets for specific products, or by intensive study.

“The Federal Government has for years collected the records of trade conditions in all countries and made them available to the commercial public. A group of trade observers has already gone to Argentina, Guatemala, and other parts of Latin America, spying out the land for the benefit of prospective American exporters and making studies of special markets. Fortunately there has been much of this work accomplished, and a long list of bulletins on the trade is recorded to the credit of the department.

“In the Orient there are Commercial Agents who are studying the markets for our textiles and for lumber products. If our business men will study closely the reports made by these expert observers, they will be in possession of sufficient information on which to base a decision with respect to entering or ignoring these markets. On the other hand, for those who are not properly equipped a preliminary analysis of conditions as shown in these reports will save loss in futile and costly efforts to sell where the odds are too heavily against their success.”

The article from which these condensed quotations have been taken is published under the heading, “Where the Trade Waits,” in the Third War Manual of *The World’s Work*, published by Doubleday, Page & Company, Garden City, N.Y. It is profusely illustrated and should receive the attention of Canadian men of business if only because it admirably describes the work now being attempted for Canada.

#### CONCLUSION.

The example of the United States has been dealt with at some length because of the parallel with Canadian conditions in the sense that a system of commercial intelligence has been steadily built up in anticipation of the time when its full value would be appreciated, and as an aid to the beginnings of export. It is true that Canada is at present largely an importing country, but she also has exports of some importance in addition to those created by her natural products, and there is every reason to hope that following the example of the United States she will develop her vast industrial

resources to the end that she may build up her national life on lines of diversified industry, and thereby command the wealth and authority which can only exist upon the basis of a large and well instructed population, and it must be remembered that the building up of an efficient commercial intelligence service is a matter involving much patience and a degree of effort which is not always fully appreciated in its early stages.

AUSTRALIA.

REPORT OF TRADE COMMISSIONER.

(Mr. D. H. Ross.)

MELBOURNE, November 20, 1914.

ESTABLISHMENT OF THE SERVICE.

In 1894, the Canadian Government inaugurated the Commercial Intelligence service by appointing a Trade Commissioner for Australia and New Zealand, with headquarters at Sydney, N.S.W. In 1903, the territory was subdivided, and a second officer was appointed for the states of Victoria, South Australia, Western Australia, and Tasmania, with offices at Melbourne.

On the death of the commissioner at Sydney in 1910, the office in that city was closed and transferred to New Zealand. Thus since 1910 all the work in connection with the service in Australia has been conducted by the office at Melbourne, from which point the commissioner, as far as practicable, periodically visits the principal trading centres throughout the Commonwealth.

TERRITORY COVERED BY APPOINTMENT.

To give an adequate idea of the extent of the territory covered, it may be stated (to quote the Commonwealth statistician) "that the area of Australia is greater than that of the United States of America, that it is four-fifths of that of Canada, that it is more than one-fourth of the area of the whole of the British Empire, that it is more than twenty-five times as large as any one of the following, viz., the United Kingdom, Hungary, Italy, the Transvaal, and Ecuador, are facts which are not always adequately realized. It is this great size, taken together with the fact of the limited population, that gives to the problems of Australian development their unique character, and its clear comprehension is essential in any attempt to understand those problems."

The relative magnitude of Australia in comparison with some other countries will be appreciated by reference to the following schedule:—

	Square miles.
Commonwealth of Australia.. . . . .	2,974,581
United States of America (proper).. . . . .	2,973,890
Dominion of Canada.. . . . .	3,729,665

The distances from Melbourne to the capital cities—and principal importing centres—of each Australian state are as follows:—

	Miles.
From Melbourne to Sydney (railway).. . . . .	583
"      "      Brisbane (railway).. . . . .	1,308
"      "      Adelaide (railway).. . . . .	483
"      "      Perth (sea).. . . . .	1,886
"      "      Hobart (sea).. . . . .	457

The whole area of the Commonwealth within the temperate zone is 1,825,261 square miles, and no less than 1,149,320 square miles is within the tropical zone. For the entire Commonwealth the coast line is 12,210 miles, which gives an average of 244



square miles of territory for one mile of coast line. Obviously, in this vast territory there is considerable climatic variation, but Canadian manufacturers are aware that the low temperatures of the northern hemisphere are unknown in Australia, and hence the demand for strictly "winter goods" or heating appliances is limited.

#### THE TRADE COMMISSIONER'S OFFICE.

The only office maintained by the Canadian Government in Australia is that of the Commercial Intelligence service at Melbourne. Besides being the most distant Government office from Ottawa, it is situated in a huge territory, amongst a kindred people who are to a large extent engaged in the same pursuits as in the Dominion. Inquiries of almost every conceivable character concerning Canada are received from all over the Commonwealth, some of which are quite foreign to trade and commerce, but such correspondence receives careful consideration, thus obviating any possible reflection upon Canadian courtesy or business methods. Melbourne is the seat of the Commonwealth Government (and likely to continue so for some years hence) and the executive offices of the country. When Parliament is sitting there is frequent application made for information of varied character and, in official courtesy, these inquiries demand, and receive, prompt attention. Then there are calls from the Federal and State departments, and from other sources, for special data not directly connected with trade. This supplementary work is interesting, as it necessitates a more comprehensive study of Canadian legislation and the various phases of material development in the Dominion, not associated with commerce.

At the same time, the problem of increasing and maintaining Canadian trade, being the *raison d'être* of the trade commissioner, must necessarily continue to be the main objective of the service.

It may be permissible to state that very particular care is taken to maintain the office and furnishings in a manner creditable to the Canadian Government and, incidentally, to the Canadian people.

#### THE READING ROOM AND REFERENCE LIBRARY.

Since the establishment of the Melbourne office, a special feature has been the reading room and reference library which is unique so far as Australia is concerned. In addition to Government reports and publications, both Federal and Provincial, leading Canadian newspapers and financial and trade journals, from the Atlantic to the Pacific, are filed for reference. Many of the trade journals have been sent, gratuitously, by the publishers for years past in the interests of their advertisers and, incidentally, for the extension of Canadian trade. This office is also indebted to the publishers of some Australian trade journals for similar consideration. The publishers of trade papers not forwarded to this office are invited to emulate the example quoted, especially now that Australian buyers are seeking new sources of supply. Through the medium of trade journals, connections have been made between Canadian and Australian firms, and the regular receipt of this commercial literature is of immense advantage to the oversea trade commissioner in keeping him posted as to the advances made by manufacturers in the Dominion.

Reports from all the principal Canadian Boards of Trade, banks, railway companies, etc., are regularly received and are useful to inquirers for particulars concerning investments and stocks in the Dominion. Local telephone directories of the principal cities and towns, from Victoria, B.C., to Sydney, N.S., are, as issued from time to time, courteously forwarded by the various offices, and they give up to date business and private addresses, which frequently serve a useful service for Australian inquirers.

In official courtesy, reports issued by the Commonwealth and State departments, the railway systems and other public bodies are also available for immediate reference.

## TRADE INQUIRIES NOT SUFFICIENTLY EXPLICIT.

The number of inquiries received from Canadian manufacturers has increased from year to year, but the most marked increase, within a given period, has taken place since the commencement of the European war. As outlined in a recent report, Australia in 1913 imported goods from the continental countries now involved in war to the value of £10,942,853 and, some Canadian manufacturers are now alive to the possibilities, at this opportune time, of introducing and endeavouring to obtain a permanent market for their goods and products.

It is regrettable that many of the inquiries received are not sufficiently explicit as to either the character of the goods or the free on board steamer quotations at Montreal, St. John or New York. Much invaluable time is lost, at this great distance from manufacturing centres in Canada, in not forwarding specific information respecting the goods desired to be marketed, particularly in regard to f.o.b. steamer quotations, size of packages, and other details necessary for the Australian buyer to readily compute approximate landed costs.

## CANADIAN TRADE CATALOGUES.

In various reports, covering a period of years, emphasis has been laid upon the advantages to be derived from the judicious circulation of trade catalogues as being the most effective means to arouse the interest of oversea importers. The catalogues, to be of immediate service to intending purchasers, must be accompanied by price lists and discount sheets upon the basis of free on board steamer at port of shipment (say Montreal or St. John). Quotations on any other basis will not be considered, as oversea buyers have no means of ascertaining the cost of transportation from factory point to port of shipment. Manufacturers might cultivate the habit of sending their catalogues to Canadian trade commissioners, with price lists and other necessary data, in order that importers can be advised "on the spot" as to the cost of the goods. In Melbourne many of the catalogues filed (including a number recently received) are absolutely ineffective because they are not accompanied by the necessary price lists.

## SPECIAL REPORTS TO CANADIAN MANUFACTURERS.

In response to special inquiries received, for the period from January 1 to October 31, 1914, many detailed reports (some of which entailed considerable investigation) were forwarded direct to Canadian manufacturers and exporters, together with practical suggestions as to methods to be adopted in placing their goods upon the Australian market. These reports (amongst others) covered such widely diversified trading lines as follows:—

Acetone, apparel, axes and axe handles.

Baking powder, bath heaters, bedsteads, boots and shoes.

Carbons and ribbons, carriage woodware, caustic soda, chairs, chemicals, confectionery, cooperage materials, cut glass.

Doors (ordinary and cold storage), dry goods (apparel, corsets, knitted goods and whitewear).

Electric appliances, electric light fittings, emery grinders, engines (motor boat), explosives.

Fencing, fencing wire, fish, fruit, fur apparel, fur skins, furniture.

Grain picklers.

Hair cloth, handles (various), hardwood floorings, heating apparatus.

Implements, agricultural (corn planters, disc harrows, separators, threshers, etc.), Indian goods, iron castings, iron and steel, malleable iron fittings and sherardized goods.

Lamps, leather, locomotives, lumber (box shooks, butter boxes, hardwood floorings, mining timber, sleepers, staves).



Machinery (various), marine buoys, mattresses, medicines (patent), metal ceilings, metal scrap, mica, motor cars.

Nail wire, naphtha (wood), nursery stock.

Oilcloth.

Paints, paper (various), plumbers' supplies, pumps and wood split pulleys.

Railway buffers, rails and fishplates, railway machinery, refrigerators, registers, rifles, road rollers, roofing materials, rubber tires.

Saddles, sausage casings, silverplate, soaps, stoves.

Threshing outfits, tools, tool handles, tram cars.

Valves, varnish, veneers.

Wall board, wax figures and fixtures, wire netting, woodware.

## REPORTS FROM AUSTRALIA PUBLISHED IN 1914.

The monthly and special reports from the Canadian trade commissioner in Australia published in the Weekly Report of the Department of Trade and Commerce, Canada, in 1914, together with some of the principal subjects reviewed, are outlined as follows:—

No. of Report.	Melbourne date.	Subject.
526	January 9th . . . . .	Commonwealth revenue returns. Financial results of Australian railways. Length of railways in Australia. Rails and fishplates for Australian railways. Australian notes issue and profits thereon. Proposed grain elevators. Canadian and American apples and pears. Movements of Canadian cargo steamers. Trade notes.
529	February 6th . . . . .	Australian trade in 1913 (preliminary). Imports of principal lines of merchandise. Exports of principal lines of merchandise. Butter, wheat, flour and wool exported. Comparison trade of Canada and Australia. Frozen meat trade. Dried fruits. Canadian cargo and mail steamers. Australian trade conditions. Reinforced concrete houses.
536	March 20th . . . . .	Australia and the Panama exhibition. Population of Australia and Canada compared. Australian immigration in 1913. Catalogues for Canadian trade commissioners. Germany's trade with Australia. Exports of Australian apples. Machinery for railway workshops in Victoria. Canadian cargo and mail steamers. Australian trade conditions.
540	April 17th . . . . .	Australian market for Douglas fir lumber. Dressed lumber from Canada and United States. Financing and placing orders for lumber. Competition of San Francisco lumber brokers. Vessels in lumber trade. Comparative port charges. Unfavourable Canadian bank exchange.
540	April 17th . . . . .	Demand for fur skins and fur apparel in Australia. Australian fur skins. Commonwealth regulations in respect to fruit. Size of Australian fruit cases. State agricultural implement factory. Australian trade conditions. Canadian cargo and mail steamers.
544	May 15th . . . . .	The Australian Inter-State Commission. Objects and scope. Inquiry into tariff.

No. of Report.	Melbourne date.	Subject.
545	May 15th.....	Canberra, the Federal capital. Furred Australian rabbits for export. The Commonwealth small arms factory. Cost of living. Exports of apples, etc. Exports of dried fruits. Steel rails for the Transcontinental railway. Trade conditions.
548	June 12th.....	Canadian cargo and mail steamers. Trade between Canada and Australia. Australian apple cases. The Commonwealth railway supplies. Canadian Cargo and mail steamers. Commonwealth Parliamentary Elections. Australian trade conditions.
548	June 12th.....	"Empress of Ireland" disaster.
549	June 27th.....	Designs for Parliamentary Buildings at Canberra.
552	July 10th.....	Australian federal finance. The Australasian wool season, 1913-14. Parcel post for farm produce. New South Wales fruit cases Act. Steel works nearing completion at Newcastle, N.S.W. Canadian motor cars in Australia. Canadian cargo and mail steamers. Australian trade conditions.
554	July 25th.....	Tramway systems in Australia.
558	August 28th.....	Specifications of electric tram cars. Opportunity for Canadian manufacturers. Better banking facilities required. Australian importations from Europe. German trade with Australia. Australian trade with Austria-Hungary. Australian trade under war conditions.
559	August 28th.....	Resources of Australasian banks. Commonwealth trade returns. Railway freights on wheat and flour. Restriction on prices to be legalized. Embargo on Queensland cattle and meats. Australian trade notes. Hardware trade. Motors and cycles. Wholesale dry goods. Confectionery. Boot and leather trade. Oil and colour trade. Canadian canned salmon.
560	September 2nd....	Canadian cargo and mail steamers. Australian imports from continental countries, 1912. Continental lines of dry goods and apparel, machinery and heavy hardware, rubber goods, leather, etc., furniture and articles of wood, cement and plaster of Paris, printing paper, paper boards, etc., jewellery and fancy goods, drugs, chemicals and fertilizers, miscellaneous goods.
564	September 25th...	Successful methods in selling Canadian goods. Australian trade with continental countries, 1913. Iron and steel products. Malleable iron pipe fittings. Hardware prices. Enamelled ware. Motor cars. Motor tires. Portland cement. Continental paper and boards. Dry goods. Fur apparel and dressed fur skins. Exports of food products prohibited. Prices fixed for wheat and flour. Movements of Canadian cargo and mail steamers.
565	October 9th.....	Federal capital competition postponed.
566	October 23rd....	Australian trade in recent years. Duties rebated under preferential tariff to United Kingdom. Trade with the United States. Imports interesting to Canadian manufacturers. Imports of agricultural machinery.



No. of Report.	Melbourne date.	Subject.
567	October 23rd.....	Importation of motor cars, 1911 to 1913. Imports of bicycles, vehicles and parts, etc. Importations of furniture. Organs and harmoniums. Importation of pianos. Australian imports of timber, 1912 and 1913. Machinery, metal manufactures, hardware, etc. Importations of engines and locomotives. Imports of paper, wall, boards, books, etc., pulp. Australian fish trade. Food products, spirits, etc., from Canada. Medicines, drugs and sundries. Apparel of fur and fur skins. Dry goods, textiles, corsets, etc., 1913. Australian imports of rubber goods and rubber. Imports of carbide of calcium. Portland cement and plaster of Paris. Quantities and values of timber imported. Statistics of paper imported. Drought conditions in Australia. Opportunity for Canadian grain exporters.

In addition to the reports, particulars concerning tenders for Australian railways, etc., were published in various numbers of the Weekly Report.

#### CORRESPONDENCE AND INTERVIEWS.

Upon reference to the Melbourne office records, the following schedule has been prepared showing the number of letters received and despatched, and the number of interviews in recent years:—

Year.	Letters received.	Letters despatched.	Interviews.
1910.....	1,839	2,223	2,162
1911.....	1,850	2,465	2,040
1912.....	2,301	2,687	2,314
1913.....	2,149	2,838	2,520
1914 (10 months).....	2,189	2,809	2,489

#### AUSTRALIAN TRADE INQUIRIES.

Under normal conditions, during the course of the year, many importers make applications for particulars concerning Canadian manufactures and sources of supply. Since the declaration of war, the number of these inquiries from all over Australia has been, admittedly, abnormal, and every effort is directed towards effecting reliable business connections for manufacturers in the Dominion. Recourse is made to catalogues and price lists (referred to under a separate heading), correspondence, trade journals and other available data to interest Australian importers in "made in Canada" goods. Frequently inquiries are referred to the resident agents or travelling representatives of Canadian manufacturers, and the latter are also communicated with so that matters may be facilitated. In Melbourne, and other importing centres visited, interviews with wholesale buyers, commission houses and manufacturers' agents are of daily occurrence, whereby the work of the Canadian trade service in Australia has grown considerably in recent years.

## SUPPLIES REQUIRED BY AUSTRALIAN RAILWAYS, ETC.

Tenders are frequently invited in Australia for the requirements of oversea goods and products for the extensive state owned railways, tramways, other government departments and public bodies. Independent of the orders placed from time to time, for steel rails and locomotives, there is the recurrent annual outlay on stores, stock used in the railway workshops, additional machinery for workshops and other incidentals necessary for the maintenance of a large quantity of modern rolling stock. This expenditure, on nearly 21,000 miles of railway open for traffic throughout the Commonwealth, aggregates huge figures. While the Department of Trade and Commerce, Ottawa, has hitherto received a large number of Australian railway tender forms and specifications for the information of interested Canadian manufacturers, arrangements are now being made to forward to the department copies of tender forms issued by all the government railways, tramway systems, other government departments and the principal public bodies throughout the Commonwealth.

Many of the tenders are returnable at such a short period after issue that Canadian manufacturers are precluded from submitting their quotations within the specified time. Hence it is imperative to secure representation in Australia, not only to submit tenders but also to have the names of the manufacturers placed on the official lists of firms acceptable to the various purchasing departments. The magnitude of these requirements has not yet been fully realized by Canadian manufacturers and exporters who should make a more determined effort to obtain a portion of these extensive orders.

## PREPARATION OF AUSTRALIAN IMPORTERS DIRECTORY.

In August 1914, a classified directory of the principal Australian importers (and manufacturers using imported raw materials) was forwarded to the Department of Trade and Commerce, Ottawa.

The compilation of this comprehensive list of Australian buyers shows considerable improvement on the previous directory, both as regards the alphabetical arrangement and in the classification of the importers.

The leading wholesale and retail importers only, in the principal trading centres of the Commonwealth, were enumerated, so that the directory comprising the names of reputable firms, was kept within a reasonable limit. Canadian manufacturers and exporters can with confidence depend upon this directory as having been compiled particularly in regard to their interests. The smaller towns have not been embraced, nor were classifications, of no special interest to Canadian industries, included.

It is too much to expect that some errors and omissions have not been made as, obviously, changes takes place in firms and addresses from month to month, but the lists furnished were fairly representative of the principal importers, at the time of compilation.

## CONFIDENTIAL INFORMATION RESPECTING IMPORTERS.

Canadian manufacturers and exporters can obtain confidential reports as to the financial status of any Australian firm upon making application to the office of the Canadian Trade Commissioner, Melbourne. The charge made by a reliable commercial agency for each report is \$2.50 which should be forwarded with the inquiry (by post office money order).

## DISTRIBUTION OF CANADIAN TRADE DIRECTORIES.

During the year copies of the 1914-15 issue of the Canadian Trade Index, received from the Department of Trade and Commerce, Ottawa, and also from the Canadian Manufacturers' Association, Toronto, have been distributed to the Chambers of Commerce, to commercial clubs, and to some of the largest importers in the principal trading centres throughout Australia. This classified directory of Canadian manufacturers has always been appreciated by Australian buyers, but never more so than at



the present juncture when importing houses find it necessary to make new trade connections, and when there is a strong disposition to obtain the necessary oversea requirements from sources within the Empire.

#### AUSTRALIAN BUSINESS MEN VISITING CANADA.

Every year numbers of Australian commercial men have visited Canada and the United States in their trading interests. Owing to the cessation of shipments from Europe, recent mail steamers crossing the Pacific to Vancouver and San Francisco have conveyed an unusually large number of representatives of Australian importers who are proceeding to Canada and the United States with a view of drawing their necessary requirements from new sources of supply. In some instances, manufacturers are also visiting North America for the purpose of obtaining raw materials for established and new Australian industries. Information respecting Canadian manufacturers and producers, together with letters of introduction and brief travelling itineraries, were furnished to these representatives of leading commercial houses.

#### TRADING OUTLOOK FOR AUSTRALIA IN 1915.

From month to month, since the Empire became involved in war, trading conditions in Australia, as elsewhere, continue to be dominated by the European crisis. By proclamation, many of the leading lines of Australian production, constituting heretofore the bulk of the values in exports, have been prohibited from export to all countries. In the case of orders for wool, meat and food products, etc., required for Great Britain and British dependencies, permission for their exportation has to be obtained from the Commonwealth Minister for Trade and Customs before shipment can be made.

Very stringent regulations are in operation respecting shipments to other British colonies to avoid their re-exportation to neutral countries from which the goods may be passed on to enemy countries.

The export of wool to the continent was most important to Australia, taking from 60 to 70 per cent of the total production, and as the bulk of the clip will be held in Australia until after hostilities have ceased, the effect upon the purchasing power of the country will be realized when in 1913 the total exports of wool were valued at £26,861,292.

As many steamers hitherto in the Australian trade are now engaged for military purposes, there is a great lack of tonnage for the export trade. The cold stores at Australian ports are now congested with supplies of meats, butter and other produce waiting facilities for shipment.

These factors alone are sufficient to point to a contraction in Australian imports from overseas in 1915.

#### DROUGHT CAUSES ADVERSE TRADING CONDITIONS.

As outlined in Weekly Report No. 567, the prolonged drought, which still continues over a vast area of the Commonwealth, is causing a very depressing influence upon trade. As production in the primary industries of the country is curtailed, together with the losses of sheep and cattle, there must necessarily be a diminution in the purchasing power of the people. The effect of the drought will, undoubtedly, be reflected in a decrease in some lines of Canadian exports to Australia in 1915.

#### EXTENT OF AUSTRALIAN TRADE.

Weekly Report No. 566 contained a review of the Australian trade in recent years, particularly from an importing standpoint, together with supplementary details bearing upon goods and products of special interest to Canadian manufacturers and producers. Briefly, the 1913 total imports were valued at £79,749,653, and the exports at £78,523,769, making the total trade of the Commonwealth £158,273,422 (or \$769,208,830).

## RELATIVE TRADING IMPORTANCE OF EACH STATE.

The relative importance of each Australian state, from a trading point of view, is illustrated in the appended schedule showing the 1913 value of the imports and exports:—

	1913. Imports.	1913. Exports.
	£	£
New South Wales.....	32,350,663	32,839,789
Victoria.....	24,387,073	17,837,591
Queensland.....	6,714,942	12,352,748
South Australia.....	7,348,203	9,809,763
Western Australia.....	5,407,714	5,102,240
Tasmania.....	1,025,081	513,727
Northern Territory.....	20,977	67,911
Australian Warships.....	2,495,006	
	79,749,653	78,523,769
	Summary of Imports.	Summary of Exports.
Merchandise.....	£ 78,196,109	£ 74,725,034
Specie.....	377,220	2,191,945
Bullion.....	1,176,324	1,606,790
	£ 79,749,653	£ 78,523,769

## POPULATION OF THE STATES AND STATE CAPITALS.

The population of each Australian state (at June 30, 1914), and of the metropolitan area of each state capital (at December 31, 1913), is appended:—

States.	Population.	Capital Cities.	Population.
New South Wales.....	1,855,561	Sydney.....	725,400
Victoria.....	1,421,985	Melbourne.....	651,000
Queensland.....	678,864	Brisbane.....	151,300
South Australia.....	438,173	Adelaide.....	201,000
Western Australia.....	323,952	Perth.....	121,700
Tasmania.....	196,758	Hobart.....	40,000
Northern Territory.....	3,664	Darwin.....	
Federal Territory.....	2,868	Canberra.....	
Total States.....	= 4,921,825	Total Capitals.....	= 1,890,400

## BRITISH WEST INDIES.

## REPORT OF TRADE COMMISSIONER.

(*Mr. E. H. S. Flood*).

BARBADOS, December 5, 1914.

## REVIEW OF THE YEAR.

One of the leading events of the year just closed which will prove of much value to the West Indies was the opening of the Panama canal. In preparation for this, there was an extension made in the coaling facilities of some of the islands, and steps



taken to increase the safety of navigation along the coast and to improve harbour facilities. Notices of these undertakings were furnished the department and appeared in the "Weekly Report." In June last a fuller report on the canal was published, and an attempt was made to estimate the effect it would have in increasing trade between the West Indies and the Western Coast of Canada. This report was favourably received in British Columbia and some correspondence resulted, and the subject has been under consideration by some of the Board of Trade of that Province.

The past year will also be important to the West Indies as showing for the first time complete statistics of the operation of the Canadian Preferential Tariff on trade between the countries involved. Undoubtedly this agreement is in the interest of both countries and will tend to draw them closer, both in their trade and in common sentiment. The operation of the preference has to some extent tended to disorganize the revenue in some of these colonies, and to cause a falling off, but as the amount has been small there has been no difficulty in meeting the deficiency by readjustments.

The saddest event of 1914 which will be long remembered is the outbreak of war in Europe. The depressing effect of this war on the industries, and the fear of being raided by the enemy, has to a large extent disorganized trade. West Indians have been accustomed to regard the year 1897 as the most important in their recent history, but the outstanding events of last year will give it the place of primary importance in the chronicles of the future.

#### AGRICULTURE IN THE WINDWARDS AND LEEWARDS.

Agricultural conditions in the Windward and Leeward Islands were on a fair average throughout the year. In St. Vincent the arrowroot industries gave a fair return and prices were maintained. A new interest was created in dried cassava roots for the Canadian market. There was also a revival in sugar. In St. Lucia the lime industry made favourable progress and the export was large. Sugar, which is the staple however, was not quite up to the average, though cocoa gave a good crop. Grenada had a favourable year both in its cocoa and spices. Among the Leewards, Dominica made the best showing in its returns from agriculture. It was successful in limes, a large quantity of fresh limes going to the United States at remunerative prices. Lime products, both juice and concentrated, found a profitable market throughout the year, with abnormally high prices towards its close. Cocoa, however, did not make such a good showing. St. Kitts, Nevis and Antigua suffered during the year from drought, and the sugar crop was not large. St. Kitts and Nevis, however, had a good cotton crop. The onion industry in Antigua continues to expand and the value of the export is becoming important. Montserrat had about an average crop in cotton, but only moderate success in limes. Some considerable interest is now being taken in that island in raising and exporting cattle and small stock, the value of the export now reaching £2,000 annually. The fruit industry of the Windward and Leeward Islands, it is to be noted, is this year for the first time receiving some attention from the Canadian subsidized line. The agents of this line have been making trial shipments to Canada, and if they continue successful it will give such a stimulus to the trade that fruit growing will be greatly extended in the Leeward Islands.

#### FAIR YEAR IN TRINIDAD AND BRITISH GUIANA.

The returns for the year must be considered as fairly satisfactory in Trinidad, the exports of cocoa, the staple crop, being much above the average, and in fact one of the largest. Prices, however, since the outbreak of the war have been low. Sugar was also a large crop. Prices at the first of the year were low, but have greatly advanced since the war. Other crops have maintained a fair average. The exports for the first six months of the year amounted to £2,090,141. As the total export for the previous year was only slightly over three million pounds sterling, the figures for this half year should indicate a much improved position in the trade of the colony.

Indications in British Guiana are that the year on the whole has been a good one. The exports of sugar, which is the main industry of the colony, and the most important will, as noted in a recent report, probably reach 100,000 to 120,000 tons. The minor industries are about average.

#### JAMAICA AND BARBADOS.

Advices from Jamaica are that the banana crop has been large, and that the exports of fruit generally will show a substantial trade at the end of the year. Prices were favourable. After the outbreak of the war an increase in the customs rate of duty was imposed by the Government, which implied a fear that imports might decline. It is pointed out, however, that the conditions of trade are not below the normal.

Barbados has not had on the whole an average year. The tourist trade was light, the leading hotel being closed for part of the season, a circumstance which has not occurred before for years. The cotton crop was a partial failure on account of drought. The only saving feature was a fairly large sugar crop. Unfortunately, prices were low in the early months of the year.

#### HEALTHY CONDITIONS PREVAILED.

The year past has been a very healthy one. There have been no epidemics of quarantinable diseases, nor has much been heard of the minor diseases. The death rate in British Guiana which is now calculated without taking into account infant mortality has fallen from 30.9 to 20.4 in the thousand, which, for a tropical country, shows a remarkably healthy condition. Agriculturists congratulate themselves on the small number, and in some cases absence, of the usual insect and other pests which periodically visit their plantations.

#### INCREASED WORK.

Though the war has undoubtedly disorganized trade in the West Indies, it would appear that its effect on the trade with Canada has on the whole been favourable. This is indicated from the fact that in the last six months the work in this branch of the department has increased. Letters from Canadian manufacturers wishing to take advantage of the favoured market have come in increasing numbers, and have to a great extent replaced correspondence from firms dealing in foodstuffs. Though no statistics are yet available in the West Indies as regards its trade for the year, and will not be forthcoming for some months, it is nevertheless known that Canada has held her own, and in addition has secured markets for its flour, which is constantly gaining in reputation.

#### REFERENCE TO DEPARTMENTAL REPORTS.

It would seem desirable to refer to some of the more important reports issued during the year, and to again call attention to opportunities that were then pointed out to Canadian manufacturers. A short review of a few of these would serve a useful purpose, and will indicate to some extent the character of the work attempted.

#### "B" AND "C" SCHEDULES OF PREFERENCE AGREEMENT.

The first report prepared in 1914 was on the above schedules. In the previous year two reports had been made, one on Schedule "A" and the other on the general subject of the Agreement. These three reports taken together showed fully the extent of the trade and the value of the items covered by the Agreement, as given in the West Indian Bluebooks. Under Schedule "B" the value of the exports of the West Indies entitled to preference if entering Canada, together with the export from Bermuda,



was shown to be in the neighbourhood of nine million pounds sterling annually. The exports divided into the three leading classes of foodstuffs, raw materials, and commodities, would be in a normal year approximately as follows:—

Foodstuffs.. . . . .	£ 7,629,040
Raw materials.. . . . .	1,383,639
Commodities partly prepared.. . . . .	2,142
	<hr/>
	£ 9,015,821

This report also touched on the export of sugar and molasses, on the forests of the West Indies, the variety of timber exported, and the forest by-products. As a result a number of firms in the lumber trade in Canada opened correspondence with the object of obtaining some of the timber referred to. The report dealt with the fruit industry of the West Indies, and called attention to cocoa, cocoanuts, coffee and vegetables, each having a paragraph with suitable statistics. The rice production of British Guiana and the arrowroot industry of St. Vincent came in for notice. The report closed with statistics taken from the Blue Books of each colony, showing the total export of such items of its growth or industry that would receive preference under the Agreement in the Canadian market. This report was favourably noticed in England and Canada, in quarters where the trade of the West Indies was receiving attention, and also by a number of Canadian firms that desired to investigate the opportunities for business in the various items enumerated.

#### MARKET FOR BRITISH COLUMBIA LUMBER.

Another report which appeared in "Weekly Report" No. 547 issued in July dealt with the possibilities of British Columbia lumber obtaining a market in the West Indies after the opening of the canal. Inquiries had been received as to the characteristics of Douglas fir and western pine, and whether British Columbia lumber would stand in the Tropics, showing that an interest was being taken in this subject by West Indian firms. In response to these inquiries a request was submitted to the Forestry Department of British Columbia for samples of their exportable lumber for exhibition in the West Indies. Samples are now on their way to the West Indies to be shown to the trade.

#### VALUE OF THE WEST INDIAN LUMBER TRADE.

The requirements of these islands for lumber have an annual value of £450,000 and all the colonies give a preference to Canadian lumber, except Jamaica. Of the other islands of the Carribean that are not parties to the agreement, the largest importer is Cuba, and next in importance Porto Rico. The lumber required for all the islands is substantially of the same character and variety. The total value of the trade amounts to well over a million and a half. Canada is at present getting but a small proportion of this trade, but from its value it would appear to be well worth trying for. Since the report was published to which reference is being made, the value of the import of lumber into most of these islands has been ascertained and may be seen in the following table:

British West Indies, about.. . . . .	£ 450,000
Cuba.. . . . .	694,455
Porto Rico (wood and wood manufactures).. . . . .	442,658
Curacao.. . . . .	3,245
San Domingo.. . . . .	81,750
Martinique.. . . . .	26,799
Caracas.. . . . .	30,000
St. Thomas.. . . . .	4,462
	<hr/>
	£ 1,732,369

## SUCCESS DEPENDENT ON RETURN CARGOES.

It was pointed out that the success of any enterprise that would give an outlet for British Columbia lumber to the West Indies would depend nearly altogether on being able to secure return cargoes from these islands. This idea opens up new possibilities and is one that should be fully weighed and considered. With this in view, the report points out the value of the products of the industries of the British West Indies that could find an entrance into Canada through its Pacific ports. This list did not, however, include the large additional supply which could be obtained in Cuba, Porto Rico and San Domingo, but only such as was receiving a preference under the Agreement. There are indications now that this subject is receiving proper attention in British Columbia.

## REVIEW OF THE TRADE WITH GERMANY AND AUSTRIA.

In a recent report the trade between Germany and Austria and the British West Indies was considered. Some of the statements made were based on a general knowledge of the conditions of business in the West Indies, and not on official statistics which are not quite reliable as to the country of origin. The effect of the Preference Agreement on the Customs returns will be that in future a much more accurate statement in this regard will be made. Enough is known, however, to show that the imports from Germany as shown in the returns were less than one-half of the actual imports, and that the requirements for German and Austrian goods have been supplied chiefly by jobbing houses in England or by English commission agents. In all these cases, German goods came through the United Kingdom and were credited to that country. In certain lines of textiles Germany was receiving a substantial portion of the trade, and in drugs and chemicals and the cheaper lines of hardware, paper and stationery, and sulphate of potash, Germany had been supplying a considerable part of the stocks seen in the stores.

## OPPORTUNITIES FOR CANADIAN TRADE.

Reference was made early in the year to the increased importation of bicycles and motor cars into Jamaica. As public attention was being directed to improving and extending the roads, and about two thousand miles of good motoring road were already available, the importation of bicycles and motor cars it was pointed out would probably follow. In the same report attention was called to the requirements of Jamaica for cattle foods and provisions, and that though the island was agricultural the demands for feed of all kinds would continue, as the whole attention of the planters was being devoted to fruit raising. Among the opportunities referred to in manufactured goods were those in brooms and brushes, in various lines of hardware, including galvanized roofing and wire fencing and tools of all kinds, in printing paper and stationery, and in cordage, twine and leather. The field in Jamaica for the Canadian manufacturer is a wide one and has been hitherto but slightly exploited. The following month, in a report on Barbados a reference was made to the increasing quantity of boots and shoes required in that Island and in the West Indies generally, as indicated by the imports. Few, if any Canadian representatives showing samples of boots and shoes had been in the West Indies for some time, and Canadian trade in these lines had been falling off. It was pointed out that the trade was of sufficient importance to warrant an effort being made by Canadians to obtain part of it. In the same report attention was called to the requirements of the islands under the Preference for condensed milk, which was valued at £125,000 annually. It would be well to note that in Barbados it is said Canadian condensed milk is not offered at as low a price as the Anglo-Swiss, which is the favourite in the market.

The trade of Trinidad was reviewed in a report published in May last. In referring to items of import in that colony which were of importance and in which Canada should share more largely, butter, cheese, and condensed milk were mentioned.



and also the importance of the import of tea, of which Canadian packet tea might easily find a place. The boot and shoe trade came in again for notice, and its special features as applied to Trinidad were referred to. It was shown that manufactured goods to the value of one million pounds sterling were imported annually, of which Canada gets but a small share; a list of these was given. Under machinery it was shown that agricultural machinery and implements were included but not classified separately, and it was not possible to give the value of the imports in this class. In this connection the Imperial Department of Agriculture had expressed a willingness to assist any Canadian firm that would undertake the demonstration of such agricultural machinery and implements. Paints and varnish, paper and stationery were also noted.

Frequent attention has been called to the fact that there is a large importation of both common and toilet soap, and that the low freight rates now ruling between Canada and the West Indies, and the fact of the Preference, should give Canadian firms a reasonable hope to secure part of this trade, if properly canvassed for.

#### CANADIAN STOVES FOR THE WEST INDIES.

Recently correspondence has been carried on with two firms in Canada desirous of manufacturing stoves of the class and general style required in the West Indies. This means, so far as they are concerned, that an export line of stoves will be made. Minute specifications have been furnished, with prices and the general conditions governing the stove trade. It is to be hoped that in the near future something in this direction will result. The trade has heretofore been with Great Britain and the United States. The manufacturers of both these countries are making stoves of the pattern and general style suited to the needs of these colonies.

#### OPPORTUNITIES OFFERED IN COALING TRADE.

The bunker coal trade of the British West Indies has been growing. In the last returns it was valued at over £450,000. After the opening of the canal this trade will undoubtedly become more important, and it will be found necessary to keep larger stores of coal in the islands now getting the business. Many references have been made in reports during this and previous years to the desirability of Canadian firms in the coal trade entering for part of the supply coming here. Among the large increases of imports in the next few years will be undoubtedly coal for bunkering. At present, in order of their importance, St. Lucia, Trinidad, and Barbados obtain the bulk of the bunkering business. In addition to these islands, the foreign West Indies import coal to a large extent. St. Thomas has, during the past year, made extensive harbour improvements with the hope of attracting shipping, and at the present time is carrying an average supply of 10,000 tons of steam coal.

#### EXTENSION POSSIBLE IN COTTON AND WOOLLEN GOODS.

These taken together form a class of goods that value the highest in the imports into these colonies. They have been coming principally from the United Kingdom; Germany, however, has had a part of the trade. But a small share has come from Canada. Signs are not wanting, however, that Canada will eventually secure more of the trade. Correspondence during the year with Canadian firms in underwear has shown a determination on their part to force their goods into the market, and recently one of the largest firms of manufacturers' agents that has business throughout all the West India Islands has taken up and purposes to push the goods of a leading house in Canada making this line. This enterprise will be watched with interest, and will receive what help is possible.

#### DURING 1914 CANADIAN FLOUR HAS PRACTICALLY CAPTURED THE MARKET.

The gradual growth of the Canadian flour trade with the West Indies has been interesting to follow. A few years ago the importation from Canada was small, and the flour was criticised on the ground chiefly that it went off in quality in the Tropics.

In this regard it was apparent that an improvement was taking place from year to year, and the imports began to increase. When the Preference came into effect in June 1913, the quantity of flour coming from Canada kept pace with the increased total import. Canadian flour had therefore at that time proved itself to possess the qualities requisite for these markets, and to be in fact of equal quality to that coming from any other country. It was only necessary therefore to change the channel of trade by a tariff preference which, effected at the proper moment, appears to have given the market to Canada. At the end of the year the statement of imports will no doubt be very gratifying to firms in the Canadian flour trade, as the following tables covering the nine months up to September 30, supplied by the Customs Department in the three larger islands, would seem to indicate:—

## TRINIDAD.

	1913 to Sept. 30.	1914 to Sept. 30.
	Brls.	Brls.
Canada.....	83,761	160,955
United States.....	112,258	47,040
Others.....	3,731	24
Total.....	199,750	208,019

## BARBADOS.

	1913 to Sept. 30.	1914 to Sept. 30.
	Brls.	Brls.
Canada.....	22,817	35,372
United States.....	13,715	3,648
Others.....	65	25
Total.....	36,597	39,045

## BRITISH GUIANA.

	1913 to Sept. 30.	1914 to Sept. 30.
	Brls.	Brls.
Canada.....	61,387	113,003
United States.....	65,010	34,367
Others.....	680	56
Total.....	127,077	147,426

## INCREASED NUMBER OF LETTERS AND CATALOGUES RECEIVED.

Last year was marked by an increased correspondence with Canadian firms desiring to participate in the trade of these islands. A great many catalogues were also received, with prices and discounts. The indications are that increased interest is being taken in the opportunities offered the Commercial Intelligence Service to assist Canadian firms. It is only necessary to repeat what has been frequently set out in reports—that Canadian manufacturers must remember that these islands are a long way from Canada, and that in preparing price lists the question of cost and charges should have proper consideration in setting out the prices and discounts.

## CANADIAN MANUFACTURERS SHOULD SEND REPRESENTATIVES.

It cannot be repeated too often that to obtain business in the West Indies Canadian manufacturers must visit the West Indies. The question frequently asked "How shall we get the business?" can only be answered in one way, "First visit the



Islands." The representative that is sent should thoroughly understand his own business, should be able to see what the trade requires, and the general character of the stocks and prices. He will find in his own line many articles that are saleable and that can be supplied at once, and many others in which it will be necessary to alter the pattern or lower the price. The question of price is essential, as the bulk of the manufactured goods in these islands is of the cheaper grade and is sold at close prices. The supply comes principally from Great Britain, some of it from the United States, and some is comprised of foreign goods imported directly and through English jobbing houses. Price, however, is a leading factor, and the representative of the Canadian line, should he not obtain business at first, would find his time well spent in comparing his cost with the cost in other countries as exemplified in the stocks he would see. It is the first step that costs, and any line for which the demand is large would justify this first step. "Goods well bought are half sold", and this applies to manufacturing also. "Goods manufactured at a cost to compete are half sold."

### TRINIDAD.

Report of Commercial Agent.

(*Mr. Edgar Tripp*).

PORT OF SPAIN, November 30, 1914.

#### AN ACTIVE YEAR.

Work for the eleven months of the current year to date has been fairly active. The usual reports on the trade of the colony generally have been forwarded and published in regular course, and official correspondence otherwise maintained.

#### INFORMATION FURNISHED INQUIRERS.

Perhaps the most important part however of the duties of a commercial agent consists in answering in such detail as is necessary the inquiries from manufacturers and merchants for information with regard to the prospect of a market for their goods or of obtaining business in connection with produce exported from the colony. These inquiries have numbered about one hundred during the period under review, embracing almost all classes of goods and produce. In most cases it has been possible to give satisfactory replies and to place the writers in communication with the right people. As an example of the class of letters received and dealt with, the record of the month now ended may be cited: Estimates of the sugar and molasses crop of 1915 were asked for and supplied; particulars were afforded of the piano trade; of the present prices of all kinds of paints; regarding reinforced concrete; the market for lumber, canned fish, flour, cocoa and cocoanuts; drugs and chemicals; asphalt roofing; handles; full details of the hat trade; hoisting engines and other machinery; swings and wooden furniture for bungalows, etc. A correspondent who stated that he intended travelling for business purposes during the coming winter wrote for advice regarding the class of goods for which he should bring samples from the different manufacturers he was representing. It should be said that all these inquiries have increased in number since the outbreak of the war and the elimination of the German trade. Another firm wished confidential information regarding people who had sought their agency in this field, and still another sought assistance in the recovery of a considerable sum representing goods too easily parted with to a concern of no reputation. This month's correspondence is a fair sample of the varied information regularly afforded.

## VISIT OF SPECIAL COMMISSION.

Mr. Watson Griffin, the Special Trade Commissioner to the West Indies, was in Trinidad for some time, devoting himself entirely to the object of his mission. His report will no doubt prove of considerable interest. Such assistance as was required was readily given.

## EMIGRATION TO CANADA.

A number of young men, mostly of good family, have left with the intention of making a home in Canada. As a rule they were furnished with a letter certifying as to their qualifications and character, which in all cases has proved of advantage on their arrival in the Dominion. Nearly all of them are doing well.

## CO-OPERATION.

Regular communication is maintained with Mr. E. H. S. Flood, the Canadian Trade Commissioner at Barbados, and information of mutual benefit is exchanged.

## CANADIAN CALLERS.

Frequent calls in the tourist season are received from Canadian visitors, whom it is always a pleasure to meet and to assist as far as possible during their stay.

As before pointed out Canadian commercial travellers are not so often seen as desirable, but for those who do come, and care to call, I am entirely at their disposal so far as introducing them to the people they wish to meet, and to afford them any advice or assistance which long experience may warrant.

## THE RECIPROCITY AGREEMENT.

It may justly be said that the advantage of the reciprocity agreement is now universally admitted.

## FRANCE.

## REPORT OF COMMISSIONER GENERAL.

(*Mr. Philippe Roy*),

PARIS, December 1, 1914.

## DISTURBED TRADE CONDITIONS.

The declaration of war somewhat disturbed trade conditions in France, and for the first two months after the beginning of hostilities business was practically paralyzed.

Since the outbreak of the war, many inquiries have been received from Canadian manufacturers and producers as to the possibility of securing orders for war supplies from the War Department of France or selling goods to the general trade, in view of the slackening in the industrial activity of the country caused by the general mobilization of the army, and the extensive damages done to the crops of the departments in the North and East of France invaded by the enemy.

After an exchange of views, the appointment of a general purchasing agent in Canada was finally made by the French War Department, with the result that several important orders have already been placed in Canada, and more are likely to follow as the war progresses and the lack of various supplies required by the trade and the army begins to be felt.

## METHOD OF DEALING WITH INQUIRIES.

Although information was freely given during the last year to French inquirers who desired to find openings in Canada for their products, particular attention was paid to the possibility of increasing Canadian exports to France. The attention of



Canadian producers was drawn to each inquiry from France by means of the "Weekly Report" or personal correspondence. In the case of inquiries from Canada concerning the possibility of representation in France it was found difficult at first to obtain any reliable information from public bodies such as chambers of commerce and trade associations. This was due to the fact that wholesale importing houses have not the importance in this country that they have in Canada, as the import trade is mostly in the hands of agents dealing in a limited number of lines, who supply retailers.

In cases where no inquiry had been received from a French source, it proved difficult sometimes to obtain accurate data from public bodies connected with the trade, owing to the fact that houses who might have been interested by the inquiry were already under contract to represent other producers of the same articles and were naturally not anxious to invite competition, by communicating the names of other firms who might favourably consider such offers.

Consequently, it was necessary in each instance to communicate with a number of firms mentioned in commercial directories, and when the reply was satisfactory to forward the name to the Canadian applicant.

I am happy to acknowledge the useful help tendered by the British Chamber of Commerce of Paris, more particularly the Canadian section presided over by Mr. H. F. Fletcher, in the development of commercial relations between Canada and France.

#### GREATER INTEREST IN CANADIAN PRODUCTS.

The number of trade inquiries received from French sources has shown a most encouraging increase this year. The war has of course disorganized the trade at large, but it can be surmised that added interest will be shown to Canadian products at the conclusion of peace. For the present some foodstuffs will have to be imported to supply home consumption, notably wheat, which cannot be imported from Russia owing to the closing of the Dardanelles, meat, dried vegetables, canned fish, and manufactured products such as leather and cotton goods, boots and shoes, rails, structural iron and steel, horseshoes, machinery, woollens, blankets, which cannot be produced extensively in this country now owing to the almost complete closing down of home factories after the general mobilization, or their requisition by the State for the manufacture of war materials.

#### PROBABLE SHORTAGE OF WHEAT SUPPLIES.

It is considered likely that a large quantity of wheat may be required next year to replace imports from Russia, which were formerly mixed with home and Algerian wheat and used in the manufacture of alimentary pastes. A clause in the French tariff permits the import of wheat for purposes of manufacture into such products as macaroni, vermicelli and other pastes, upon which duty is paid, and reimbursed on production of proof that such imports have been used exclusively in the manufacture of products subsequently re-exported. This may offer an opportunity to Canadian exporters to find a market for their surplus stock, in view of the well known qualities of Canadian hard wheat. This is conditional upon the resumption of the call at Havre by the Allan line, though wheat destined to that use is generally imported through Marseilles and Bordeaux, where handling facilities, if somewhat expensive, are still better than those available at Havre, where wheat has to be bagged in the ship's hold before being unloaded.

#### GROWTH IN INQUIRIES FROM CANADA.

The number of inquiries coming this year from Canada, from agents or wholesalers who wished to import or represent in Canada some of the well known French specialities, has grown to a considerable extent, being so far well over three hundred. The facilities offered in this respect have been fully used by Canadian importers, and it has been possible in every case to satisfy Canadian requests of this nature, through the medium of the French National Office of External Trade.

## CANADIAN EXPORTS TO FRANCE.

The figures of Canadian exports to France for the fiscal year ending March 31, 1914, amounted to \$3,810,562 against \$2,564,603 in the fiscal year 1912-13. This substantial increase of nearly \$1,500,000 is a most encouraging sign that Canadian exports to France are surely if slowly developing, and that the large decrease which occurred in the fiscal year 1911-12, when they amounted to \$2,123,707, was due to a number of causes which have been remedied to a certain extent. In only one year since 1873 have Canadian exports been as large as during the last fiscal year, namely in the year 1908-09, when they amounted to \$3,176,096. They were slightly lower in the next two fiscal years, but still remained well over \$2,500,000. The statistics prove that Canadian exports have not only held their ground, but have gradually developed, and could doubtless be further increased if adequate means are taken to open new channels for Canadian products on the French market.

## TRADE THROUGH GREAT BRITAIN.

There is no doubt that a large percentage of Canadian exports to France come by way of Great Britain, and are so classified in French statistics. One reason put forward is that Canadian producers have exclusive contracts with British houses for part or the whole of their production and cannot satisfy the demands of French importers, who are thus forced to purchase through British agents or middlemen. In each instance which has come to knowledge an endeavour has been made to put French importers in direct touch with Canadian producers. On the other hand, the attention of those producers in Canada, who are not bound by exclusive contracts, should be drawn to the possibilities which offer for direct dealing with French importers or agents, thus doing away with unnecessary intermediate commissions.

## PROSPECTS FOR BRITISH COLUMBIA LUMBER.

It is possible to expect a further extension of Canadian exports to this country since the opening of the Panama canal, especially as regards lumber, which may be exported by this route from British Columbia. It would seem imperative for the dealers in that province to come to France and ascertain the exact requirements of the market, and if satisfactory to appoint a representative in one of the seaports and lumber importing centres on the Channel and the Atlantic sea-coast, after coming into contact with the trade. A stock of samples should be put in the hands of these representatives and quotations arranged, including cost of transportation to a French port, according to French measurements, which seems the only way to satisfy the French trade.

## FRENCH SALES TO CANADA.

The French exports to Canada have shown a gradual increase during the last ten years, rising from \$6,206,525 in the fiscal year 1903-04 to \$15,379,764 in the year 1912-13. The figures of the last fiscal year ending March 31, 1914, amount to \$14,276,535, and this is the only instance since 1910 where they have shown even a slight decrease.

## STEAMSHIP FACILITIES.

The only steamship line plying between Canada and the French ports is the Allan Line, which has a call at Havre on its London-Montreal-St. John service. This call was abandoned after the declaration of war and is now intermittently resumed on the westward journey to Canada, but the return call has not yet been announced. This may prove a great drawback, owing to the openings which may be offered now or during the course of the war to various Canadian products. Last year the French Line (Compagnie Générale Transatlantique) inaugurated a fortnightly service between Havre and Montreal, during the summer, but this year the number of sailings was reduced to one in three weeks. Transportation plays such



an important part in commercial exchanges that it is to be hoped further facilities will soon be offered in this connection. The statement has often been made that though it was fairly easy to secure cargoes consigned to Canada from French ports, return cargoes were so small as to preclude the possibility of establishing profitably a regular service. In view of the fact that a number of Canadian products, such as rough lumber, cereals, cattle, cannot or are not carried by the Allan Line steamers plying between Canada and France, it may be possible, after new channels of trade have been found for Canadian exports, to arrange sailings of cargo boats from Canada to French ports, both from the Pacific and Atlantic coasts. After the war, it is to be expected that there will be a large demand for cattle intended for fattening. The herds have been destroyed or requisitioned by both armies, throughout the territories invaded since the outbreak of war, and this may afford a good opportunity to Canadian breeders, in view of the advantages enjoyed by Canada under the Franco-Canadian trade agreement. This also applies to Belgium.

#### POSSIBILITIES FOR CANADIAN CATTLE.

If Canadian breeders believe that it might be interesting for them to get a footing in the French market for the export of lean cattle, they should study on the ground the conditions prevailing in that market and come to an understanding with the French importers so to begin their operations in the spring. As soon as Belgian territory is freed, there will be a large demand for cattle to restock the herds, which have completely disappeared. The report which appeared in the Weekly Report No. 561 deals with almost every commercial question of the day which may interest Canadian exporters in connection with French trade.

### HOLLAND.

#### REPORT OF TRADE COMMISSIONER.

(*Mr. J. T. Lithgow.*)

ROTTERDAM, January 21, 1915.

#### DISTURBED CONDITIONS OF TRADE.

It is not necessary to review at length conditions of trade as they existed prior to the outbreak of the war, as that event has so affected all commercial inter-relationships that such a review would be of little value in pointing out the manner in which more extended markets can be secured for Canadian goods. Moreover, a large proportion of the exports from Canada to the port of Rotterdam are destined for consumption in Germany. The investigations into possible markets for Canadian products during the past year, therefore, were by no means confined to Holland, but had particular reference also to both Germany and Belgium. The result of these investigations can be of but little benefit to Canadian exporters until after the cessation of hostilities.

#### DECLINE IN TRADE.

During the months of August and September the situation in Holland was most unsettled. The Dutch troops were mobilized, the train service was largely curtailed, and there was considerable financial anxiety, runs on the savings banks taking place. The trade of the country declined, more especially the transportation business through Rotterdam. From August 1 to December 31 there was a decrease in the shipping arriving at the port of over 3,000,000 tons. As Holland only produces sufficient wheat to supply its own requirements for from 2½ to 3 months, it became necessary to arrange for heavy importations. The Government took the matter in hand, prohibiting the

export of all cereals, and taking over the control of all importations of foodstuffs. The wheat and flour now coming to Holland is consigned to the Dutch Government, and sold to the millers and bakers at regulated prices. Offers will only be accepted from Dutch importers, quotations from outside sources not being entertained.

EFFECT ON TRADE WITH CANADA.

The impossibility of obtaining shipping space by Dutch importers, the unfavourable rates of exchange, etc., has had a disastrous effect on the importation of many Canadian products. This has been the case with dried and evaporated apples, for which Holland, up to the outbreak of the war, had been Canada's best market. The formation of the Netherlands Oversea Trust Company, referred to in previous reports, will probably do much to facilitate importations, as they are responsible that nothing imported under their auspices will be re-exported to a belligerent country. Dutch importers will therefore likely take advantage of the opportunities thus afforded them to supply the home market.

INVESTIGATIONS DURING THE YEAR.

During the early part of the summer investigations were conducted in Antwerp, in the principal cities of the Rhine provinces of Germany, and in other large centres, largely in the interest of the development of the trade in Canadian lumber, particularly the product from British Columbia. Many trade inquiries were received, and the prospects at that time were most encouraging, not only in connection with the lumber trade, but also with regard to wheat, flour and dried fruits. All correspondence with these countries having ceased with the outbreak of the war, further comments are therefore unnecessary.

MANY INQUIRIES RECEIVED.

Many inquiries were received during the year from Canadian firms desiring to open up or to extend their trade with Holland, and all possible information was furnished. A number of inquiries were also received for the names and addresses of Dutch exporters. The number of letters received and despatched during the year was as follows:—

Received.....	1,132
Despatched.....	1,134
Parcels despatched.....	354

The trade inquiries forwarded to the department numbered 35.



## THE PREPARATION OF REPORTS.

The office of the Canadian Trade Commissioner to Holland was transferred from Amsterdam to Rotterdam on May 1, 1913. From that date up to March 31, 1914, the following reports were prepared and published in the Weekly Report of the Department of Trade and Commerce:

Date.	Subject.	Published in Weekly Report.	
		Date.	No.
1913.		1913.	
May 19..	German Holland Grain Contract .....	Feb. 10..	472
June 18..	Amsterdam Shipping Exhibition .....	June 9..	489
	Trade Returns; figures <i>re</i> imports of grain, fruit, lumber; Rotterdam grain market; standard samples to Rotterdam Grain Association; opportunities for dried and evaporated apples; timber and lumber trade; steamship service between Rotterdam and Canada; fruit crop prospects .....	July 7..	493
" 21..	Condition of field crops .....	" 14..	494
July 16..	Opportunities for dried and evaporated apples in Holland and Germany. ....	Aug. 4..	497
" 24..	Apple crop prospects; opportunities for fresh apples and canned fruits..	" 18..	499
" 29..	Field crops in Holland; emigration .....	" 25..	500
Aug. 24..	Wheat Importations; mechanical contrivances for discharging cargo at Rotterdam; grain elevators; Cologne fruit market .....	Sept. 15..	503
Sept. 21..	Brewery and Distillery grains; Dutch Vice-Consul's Report <i>re</i> financial stringency in Canada; inquiry <i>re</i> dried and salted hides from Canada; tramp steamers to Rotterdam from Canada; fruit crop condition; withdrawal of tariff and tax bills. ....	Oct. 13..	507
Oct. 2..	Field crops in Holland .....	" 20..	508
" 16..	Dried apple trade; Report of Commission of Inspection; circular issued by the Dried Fruits Association .....	" 27..	509
" 17..	Money market; tariff revision not favoured; effect of the Balkan war; increased interest rates; prospects; rates of discount; bank dividends ..	Nov. 10..	511
" 29..	Importers Association, Netherlands Association of Traders in Foreign Flour; Regulations of Arbitration <i>re</i> Flour Trade .....	" 17..	512
Nov. 15..	Opportunities for lumber; figures of importers; prospects of Canadian trade; German trade; shipbuilding; furniture; railway ties; wooden shoe industry .....	Dec. 8..	515
" 29..	Fresh apple trade; fresh apples from Montreal; prices of fresh apples..	" 22..	517
Dec. 5..	Trade Returns for 1912 compared with 1911 .....	" 29..	518
" 15..	Certificate system, sale of Canadian grain .....		
		1914.	
" 22..	Dutch Trade Returns; opportunities for leather; Netherlands Commercial University .....	Jan. 12..	520
1914.			
Jan. 7..	Annual Report <i>re</i> office work .....		
" 13..	Address by Chairman of Chamber of Commerce <i>re</i> commercial progress of Rotterdam; exports of potatoes to America; Netherlands Canadian Mortgage Bank .....	Feb. 9..	524
Feb. 2..	Fats and greases; terms of sale and delivery, prices, opportunity for Canadian exporters, Dutch importers. Higher rates of interest; organising farmers' sales .....	" 23..	526
" 18..	Defective trade returns of the Netherlands; Revision Bill .....	Mar. 9..	528
" 26..	Circular letter addressed by the Netherlands Dried Fruit Association to the trade in Germany and Belgium; cold storage shipments; certificates of quality and weight .....	" 16..	529
Mar. 3..	Opportunities for fish; canned salmon, salted salmon, frozen halibut; fish oils; mica .....	" 23..	530
" 16..	Flour trade taken from the Annual Report of the Association of Dealers in Foreign Flour; discrimination in freight rates .....	April 6..	532
" 19..	World's Wheat Production .....	" 6..	532

## NEW ZEALAND.

Report of Trade Commissioner.

(Mr. W. A. Beddoe).

AUCKLAND, December 28, 1914.

## TRADE STEADILY INCREASING.

Trade between Canada and New Zealand is growing slowly but steadily as the figures which appear below will demonstrate. Between the largest and the smallest of the overseas dominions there is in operation a reciprocal preferential tariff. This tariff is not based upon scientific lines, yet it does much to promote good feeling between the countries, and this fosters a sympathy which finds expression in increased business.

Imports from Canada for the year ended June		
30, 1913.. .. .	£ 481,702 =	\$ 2,408,510
Imports from Canada for the year ended June		
30, 1912.. .. .	449,058 =	2,245,290
Increase 1913 over 1912.. .. .	£ 32,644 =	\$ 163,220

For the calendar year 1913 the imports from Canada were £452,519—\$2,262,595 and this amount will be substantially increased in the year 1914.

## CIRCUMSTANCES INJURIOUS TO TRADE.

The past year has perhaps been the most trying and most strenuous in the history of the Dominion. In October and November, 1913, a strike originated at the Huntly Mines, which was followed by a strike of the Waterside Workers' Union in Wellington, and other centres in sympathy with the shipwrights. The result was that trade and commerce throughout the Dominion was paralyzed. Vessels could neither be loaded nor unloaded, and the business of the country for many weeks was at almost a standstill.

The country was later inflicted with a visitation, which was described by a section of the medical profession as smallpox, and by another section as "Maori pox." At all events business was seriously hampered because free access from one part of the country to the other was prohibited.

Following upon this came a very serious drought, which occasioned a shortage of grass food, while the oats headed without straw, and the wheat crop will be below the average. It has been found necessary to buy wheat from Canada, and borrow from Australia until the crops are harvested.

## EFFECT OF THE WAR.

New Zealand is a country which depends entirely upon the sea routes for the marketing of its products, and receives in return manufactured articles. The long journey either to London or Vancouver necessitated crossing areas infested with enemies' cruisers. Fortunately only one vessel loaded for London was destroyed—this was the *Kaipara* which was sunk with a full cargo of New Zealand produce. The vessels in the Vancouver service avoided Honolulu and Suva, ensuring more safety but prolonging the voyage. War risks were for a time very high, and there was a disinclination to trade. At one time the enemies' cruisers were within a few hours steam of the coast, but the proximity of Australian and Japanese warships saved the situation. With the destruction of the hostile Pacific fleet which occurred off the Falkland Islands, and the fortunate ending of the *Emden* in the Indian ocean, confidence was to a large extent restored and shipping again became normal. The strike, the epidemic, the drought and the war all had an effect upon Canadian trade, and it is encouraging that such a large volume was transacted during the year.



## GERMAN COMPETITION.

The Germans have been very aggressive in their attempts to secure a share of the trade of New Zealand. They were assisted materially by a direct line of steamers. The first one on the run—the *Wismar*—approaching the coast after the war was declared, but, having received a friendly notification by wireless, put to sea, and was interned at Java. The freight destined for New Zealand has not yet been delivered, and the consignees will have to pay all charges of transshipment. This subject may be dismissed, however, as since the war there is nothing to fear from this source.

## COMPETITION FROM THE UNITED STATES.

Canada has more to fear from the United States in competition for the trade with New Zealand than from any other nation. The exporters in the United States take the ground that they may claim a large part of the trade heretofore enjoyed by Germany. They are reaching out in every direction, and many representatives of American houses have arrived in New Zealand since the commencement of the war.

## PANAMA CANAL ROUTE.

The opening of the Panama canal has done much for American trade. The *Cape Corso* which arrived from New York this week is the third steamer to reach Auckland via the Panama canal. The first vessel was the *Purley*, which arrived on November 20, after a passage of 42 days. The *Caldegrove* followed on December 7, the voyage occupying 46 days. The *Cape Corso* only took 39 days—she left New York on November 15, and reached Christobel, at the Atlantic entrance to the canal, on November 26. After coaling, she proceeded through the canal, occupying six six hours in doing so. She was delayed for an hour and a half in consequence of a land slide. The voyage from Montreal to Auckland by the vessels of the Canadian subsidized service occupies 72 days. These boats call first at Australian ports, whereas—via the canal—Auckland is the first port of call.

## CANADA'S OBVIOUS MARKETS.

The British overseas dominions present a fruitful field for exploitation. New Zealand is the smallest of the self-governing dominions, and yet her imports for 1913 amounted to £22,288,302, of which Germany secured £687,935, and the United States £2,107,990, a large proportion of which could be supplied from Canada.

## NEWSPAPER.

Imports of newspaper are increasng. Until this year the Canadian supplies came from Eastern Canada, but the opening of the British Columbian mills has furnished a new source of supply. Timely arrivals from the West Coast relieved the situation when the papers were faced with a serious shortage. The British Columbian mills pass a bolt through the rolls, fastened with a nut, and this prevents injury to the rolls. In this connection the courtesy of the Canadian Customs Department in allowing the bolts and nuts to enter Canada again free of duty, so that they may be used over again, has been much appreciated in New Zealand. All the newspaper which comes from Canada gives great satisfaction.

## APPLES FROM BRITISH COLUMBIA.

This trade grows larger each year, and more attention has been paid to the wishes of the importers with regard to colouring and packing. These apples are firmly established on the market, and larger orders would be given if they could be filled.

## LUMBER FROM BRITISH COLUMBIA.

Price and transportation stand in the way of larger business—Puget Sound under-sells Canada, and can always arrange cargo space. Lumber cannot profitably be shipped by steamer except by special charter, and sailing vessels are not easily obtained in British Columbia. While there appears to be a desire to increase the export of lumber from British Columbia, there is a disinclination to quote. This is a condition of affairs which is difficult for New Zealanders to understand.

## BARBED WIRE AND NAILS.

Previous to the war the United States secured most of the orders for wire and nails. Since that time patriotic sentiment has influenced importers to purchase from Canada. Nails have given every satisfaction, but the barbed wire has not been of uniform quality. In some cases it has been returned to the wholesale importer as unsaleable. This will doubtless be rectified, as it is a trade which Canada should enjoy.

## MOTOR TRUCKS.

Previous to 1914 there were, with the exception of an occasional truck, no motor trucks in use in New Zealand. Everything which arrives in the country and which leaves has to be trucked. Negotiations were opened with Canadian firms, some time ago, in anticipation of the introduction of motor trucks. It was suggested that a demonstration truck be sent out to a responsible firm. After long correspondence nothing came of it. In the meantime, English houses sent out demonstration trucks, and this has been followed by considerable business.

## MOTOR CARS.

The class of cars coming from Canada suits the wants of the people in New Zealand. Apart from the Main Trunk line, railway communication is lacking. The roads are not good outside city areas, and the small cars which come from Canada find a ready sale, and one hears nothing but praise of them.

## MUSICAL INSTRUMENTS.

New Zealand is a country of cheap pianos, and Germany has secured the business. Pianos are sold, the initial price of which is £25. The system is to retail upon monthly payments. If Canada could produce a piano that would sell for £25 to £35, there would be a good market.

## CHEAP CHAIRS.

There is a constant demand for cheap chairs. Austria has supplied large quantities of the bentwood variety. This is over now. The trouble with Canada appears to be to obtain the goods. Large orders are sent, but there is delay in the shipments.

## NEGOTIATIONS IN PROGRESS.

Importers have been placed in touch during the year with manufacturers of agricultural implements, basic slag, salt gas engines, sashes and doors, timber, iron piping, motor trucks, furniture, novelties, kraft paper, wire, nails, fruit, wheat and flour.

## REPRESENTATION.

It would be well for the Canadian exporter, before appointing an agent, to enquire as to whether the applicant represents other houses in the same line. There is a disposition to control many agencies in the same line. The result is that business is done for one firm, and all the rest are tied up, and they do no business and cannot make other arrangements until the expiration of a term. This has prevented many Canadian houses from doing business. In these matters the advice of the trade commissioner would be valuable.



## NAILS FROM NOVA SCOTIA.

Representations were made to a leading Canadian iron and steel company some time ago indicating the desirability of installing nail-making machines. Samples of the nails used in New Zealand were sent, and the result is that a permanent trade has been established. Reference to this is made in Weekly Report No. 522, January 26, 1914.

## NEWSPAPERS FROM BRITISH COLUMBIA.

In the same report there is an allusion to the early opening of a newspaper mill in British Columbia. The suggestion was made that a sample lot of fifty rolls should be shipped to a large daily paper in Auckland. As a result orders for several thousand tons per annum have been transmitted.

## GAS ENGINES.

In Weekly Report No. 530 comment was made with reference to gas engines, and the kind likely to sell in New Zealand. If the Canadian manufacturer would refer to this report and communicate, a good business could be done.

## BRITISH COLUMBIA LUMBER.

Reference to Weekly Report Nos. 536 and 545 will explain the lumber situation. The position is precisely the same to-day.

## LOYALTY OF NEW ZEALAND.

New Zealanders are patriotic and loyal to the Crown; they would rather deal within the Empire than without the Empire. Heretofore, prices have been lower for foreign goods than for Canadian upon many lines. There is now a growing sentiment, however, that—even with a disadvantage with regard to price—British goods should be purchased.

## CANADIAN GOODS POPULAR.

Canada is a large buyer of New Zealand products, and there is a desire to reciprocate and purchase Canadian goods. It is suggested that all correspondence should be answered promptly and fully. All prices should be F. O. B., because there is no one in New Zealand who knows the railway rates. Where possible, it is advisable to quote C. I. F. & E.

All matters referred to the Canadian Trade Commissioner, Union Buildings, Auckland, New Zealand, will be given prompt attention.

## NORWAY AND DENMARK.

Report of Commercial Agent.

(*Mr. C. E. Sontum.*)

CHRISTIANIA, December 1, 1914.

## PROGRESS OF TRADE.

The year 1914 has been an historical one in the annals of Norway on account of the celebration of its hundredth anniversary as a free country, and the large industrial exhibition just closed has given a good idea as to what progress has been made during this period.

It is, however, especially since the commencement of the present century that the economical development has been more rapid than at any previous time. Those branches of industry which upon the whole might be expected to prosper in Norway, all show rapid progress.

As complete statistics covering the production and consumption of the principal articles consumed in Norway are not available it is not possible to give an accurate

statement with regard to the production of such goods. In the following paragraphs therefore details will for the most part only be given with regard to the values according to the statistics of the exports of leading articles.

#### THE NORWEGIAN EXPORT TRADE.

The total value of Norway's trade with foreign countries has increased from \$120,600,000 in 1901 to \$229,700,000 in 1912. During the same period the exports increased from \$44,000,000 to \$89,500,000. The value of the exports has consequently more than doubled during these 12 years.

It must be noted that the rapid increase in the value of the exports can not alone be accounted for by an increase in the quantities exported. The Norwegian export products are now improved to a higher degree than previously before leaving the country, which consequently gives them a higher value.

The export trade of Norway since the commencement of the century has in the case of several articles undergone a certain amount of change, as a large quantity of goods, which previously were sold through firms in London, Hamburg and other European cities, are now sold direct by the Norwegian exporters to oversea importers. In this connection there have also been established during recent years direct Norwegian steamship lines to oversea countries.

#### AGRICULTURE.

Farming operations have throughout been carried on under favourable conditions. This consequently has added considerably to the general prosperity within the country. The incomes from farming for the year 1913 are calculated at about \$64,000,000. This is supposed to be about \$3,200,000 above that of a medium year. There has been exported about \$1,000,000 worth of butter per year. Of condensed and sterilized milk and cream there was exported in 1901 to the value of \$1,403,900 and in 1912 to the value of \$2,460,500.

#### EXPORT OF FOREST PRODUCTS.

The export of forest products has increased in quite a considerable degree. This however does not especially refer to the export of lumber, which in 1901 amounted to \$9,492,400, and in 1912, \$8,603,300, but rather to wood-pulp and paper.

The export from Norway of wood-pulp and cellulose has for the years 1901-1912 been as follows:—

Year.	Value.
1901.. . . .	\$ 6,042,900
1902.. . . .	6,596,500
1903.. . . .	6,367,100
1904.. . . .	6,477,500
1905.. . . .	7,365,400
1906.. . . .	8,528,600
1907.. . . .	9,258,400
1908.. . . .	10,019,400
1909.. . . .	9,358,800
1910.. . . .	10,526,200
1911.. . . .	10,762,700
1912.. . . .	13,084,700

The export from Norway of paper has during the same period been as follows:

Year.	Value.
1901.. . . .	\$ 2 633,200
1902.. . . .	2,315,300
1903.. . . .	2,438,700
1904.. . . .	2,802,800
1905.. . . .	3,308,200
1906.. . . .	4,360,900
1907.. . . .	4,397,000
1908.. . . .	4,709,400
1909.. . . .	5,556,700
1910.. . . .	5,986,700
1911.. . . .	5,611,400
1912.. . . .	6,764,300

## MINING.

In regard to the mining industry of Norway it may be said, that it is at present going through a period of renewal. The beginning of this century has for the greater part been spent in experimental work of different kinds, in which considerable capital has been expended. From several of these undertakings good results are expected. Some new mining enterprises are already doing regular work whereby the export of ore has increased.

The export of minerals which in 1901 amounted to a value of only about \$1,015,-100 had in 1912 a value of \$4,655,600.

Of raw and half-worked metals there was exported in 1901 to the value of \$461,300 and in 1912 to a value of \$3,350,400.

Machinery is to an ever larger extent made within the country.

## SHIPBUILDING.

Shipbuilding has during recent years also increased considerably. While in 1901 there was built in Norway steamers of a total gross registered tonnage of 33,995 tons, the building of new steamers and motor boats in 1912 reached a total of 48,025 gross registered tons.

## OTHER EXPORTS.

The export of cut stone showed for some years a decline; but lately the exports have again increased, as markets for Norwegian stone have been found in certain overseas countries. The export value, which in 1901 was \$580,600, amounted in 1912 to \$750,500.

The production of nitrate of lime has grown to a considerable extent. This new industry, which is based on a Norwegian invention, is already an income-source of great importance to the country, and will become more so in the future. In 1912 nitrate of lime and by-products were exported to the value of \$3,533,400. In the same year cyanamide was exported to a value of \$592,700.

The export value of calcium carbide which in 1901 was only \$138,100, had in 1912 reached a value of \$2,153,700.

## THE FISHERIES OF NORWAY.

The fisheries have been carried on under more or less favourable conditions, according to the yield and the prices on the market. In this trade, in which the participants can build on old traditions, a steady development is taking place, both as to the methods of catching, the utilization and preparing, as well as the storing and transport of the fish, and as a result the industry embraces a larger circumference than before. The fisheries are now distributed over a wider area than previously, but it is less the increase in the quantity caught than in the better utilization of all the products, and especially their refining, that contributes to the larger yield.

## EXPORT OF FISHERY PRODUCTS.

The export from Norway of fishery products has, for the years 1901-1912, been calculated at the following values:—

Year.	Value.
1901.. . . . .	\$13,073,600
1902.. . . . .	14,976,000
1903.. . . . .	14,259,200
1904.. . . . .	14,069,300
1905.. . . . .	15,389,300
1906.. . . . .	17,249,300
1907.. . . . .	17,056,800
1908.. . . . .	16,578,400
1909.. . . . .	20,078,900
1910.. . . . .	23,934,100
1911.. . . . .	26,105,300
1912.. . . . .	27,676,800



In the above figures there is included the value of the export of canned fish, which it is estimated, accounts for four-fifths of the total value of the canned goods exported from Norway. The canned goods industry has, during recent years, increased remarkably. By the canning on an extensive scale of Norwegian sardines, large values are now every year obtained from a product which was previously of little value.

The total export of canned goods from Norway during the years 1901-1912 was as follows:—

Year.	Value.
1901.. . . .	\$ 563,100
1902.. . . .	577,100
1903.. . . .	596,700
1904.. . . .	645,400
1905.. . . .	878,900
1906.. . . .	1,265,400
1907.. . . .	1,557,300
1908.. . . .	1,994,900
1909.. . . .	2,392,700
1910.. . . .	3,821,500
1911.. . . .	3,948,600
1912.. . . .	5,759,100

In the above the value of the sardine export is included, and it has only been in the last 3 or 4 years that separate statistics for the export of this article have been kept.

The export value of Norwegian sardines in 1911 and 1912 was as follows:—

1911 .. . . .	\$2,659,800
1912 .. . . .	3,937,300

#### THE WHALING INDUSTRY.

An industry which, through the initiative of Norwegian business men, has made rapid progress during recent years is whale-catching, and all the by-lines connected therewith; but as this for the most part is carried on in distant oceans, and the products often even do not come to Norway, figures taken from the export statistics would not give a true indication as to the extension of this industry. The Norwegian Whale Catchers Association, however, estimate the total earnings of the Norwegian whale catch for 1913 at \$9,600,000.

#### PROSPECTS FOR THE FUTURE.

From the foregoing it will be seen that the economic progress of Norway since the commencement of the present century has been quite considerable, and that it also gives promise for continued progress in several important branches. At present great efforts are also being made to raise farming to a higher place in the productive activities of the country, and as communications are extended, new land will be brought under cultivation.

As far as large industries are concerned, Norway has special conditions for their progress on account of her many water-falls, most of which are inexpensive to utilize. It is estimated that in a regulated state these water-falls would represent from 7,000,000 to 10,000,000 horse-power.

## SOUTH AFRICA.

### REPORT OF TRADE COMMISSIONER.

(*Mr. W. J. Egan.*)

CAPE TOWN, November 7, 1914.

#### ANNUAL REVIEW.

Before proceeding with a general review of work done and in hand for the past twelve months, reference should be made to the work accomplished, since my arrival in South Africa.

I took charge of the office in Durban in June, 1913, and from there proceeded on a tour of South Africa. During this trip, I travelled through the four provinces of the Union and visited the principal commercial and agricultural centres in each of these provinces; previous to arrival and while in each place, the press were good enough to give prominence to the fact that the Canadian Trade Commissioner would be at the service of all merchants who were interested either in imports from or exports to Canada. The value of this announcement was frequently brought home to me as it was found that many of the merchants had prepared data which was of good service. In each of the centres visited, the opportunity was given of meeting the secretaries and presidents of the Chambers of Commerce, who kindly placed their offices at my disposal. During this trip, the principal object in view was to interview all importers and meet, when possible, the head of the firm, from whom I received introductions to the buyers of the various departments. In this way the possibilities of Canada, now and in the immediate future, as an export country, was placed before the interested parties. These personal interviews resulted in securing 1,154 trade inquiries and much information regarding foreign sources of supply, prices, methods of packing, systems of purchasing and other data.

Another matter which I was instructed to take up was the possibility of establishing correspondents at different centres; this was recommended and during the past year, two correspondents have been appointed—one in Johannesburg and the other in Durban—and their work has been very helpful as they have loyally co-operated in every way.

Arising from this trip, it was recommended that the chief office for the department should be transferred from Durban to Cape Town owing to the changed conditions since the Union. This recommendation was favourably received and the change took place on November 1, 1913.

#### GENERAL REVIEW FOR 1914.

The annual review for South Africa covers the twelve months ending October 31, 1914, showing in a general way the work of this office designed to increase the export trade of Canada.

The first detail submitted is that of correspondence for the past year. The number of letters received was 1,365 and letters despatched 1,885, making a total of 3,250. This shows an increase over the previous year of 586.

The increased correspondence is taken up principally by Canadian firms in connection with the trade inquiries which appeared in the Weekly Report.

Details showing the commodities which were dealt with and the work done in special cases is given in a latter part of this report.

#### INTERVIEWS.

The number of callers during the year on business matters connected with Canada was very satisfactory but much more of my time was taken up with calling on the principals of South African firms, most of whom visit Cape Town during the year either in connection with Parliament on their way to or from trips to the United Kingdom and the continent.

During the past year there were two sessions of Parliament in Cape Town which gave me an occasion to meet many of the members of Parliament and the further opportunity of meeting most of the ministers of the Crown and all their deputies. In connection with these visits, arrangements were made which places me in direct touch with the various South African Government departments and further, through the kindness of the Secretary of Finance, I am now in receipt of all South African Government publications. I have been able, on several occasions when requested, to furnish figures and statements to various South African Government departments.

## TRADE PAPERS.

The files in connection with the Canadian daily and trade papers have been reorganized. The Canadian newspaper list is confined to one daily business paper and the trade paper file has been increased from six publications to seventeen.

The trade papers are much appreciated and there are a number of regular callers who read them; this number is growing for two reasons; when making a local call on any particular subject, the Canadian trade paper of the subject in hand is taken, always reminding the party interested that trade papers of all kinds are on file, and in correspondence up-country firms are reminded of the Canadian trade papers on file in Cape Town.

## CATALOGUES.

Catalogues from twenty-four Canadian firms were received during the year, fifteen of these were from firms who had not been on my catalogue file and nine were from firms who were up-to-date enough to renew their old catalogues. Out of the total twenty-four catalogues received, five only gave complete information which would enable a firm to place orders.

Catalogues which have printed on the fact "discounts on application," "special discounts for quantity," "prices on application," "all prices f.o.b. factory," are absolutely useless 8,000 miles from the factory. Full particulars on this subject will be found in Weekly Reports Nos. 509, 525 and 541, also on page 1854 of No. 510.

## PUBLICITY WORK.

Attention has been given to this work by forwarding items of interest to various daily papers and monthly publications. The principal items dealt with were taken from the Canada Year Book, Census Returns, Census Bulletins, Crop Report Bulletin, The Agricultural Gazette and Canadian Trade Papers.

The chambers of commerce have been very helpful; the secretaries of the various chambers always submit to the meetings all matters brought to their attention. Copies of various statements, Trade Returns, as issued by the department are sent regularly to the principal chambers of commerce. By these means the trade of Canada is kept continually before the business people of South Africa.

## REPORTS.

During the past year, reports covering many subjects were forwarded to the department, a number of these were published in Weekly Reports Nos. 508, 509, 510, 511, 512, 517, 522, 525, 531, 534, 537, 540, 541, 542, 543, 548, 550. The preparation of these reports calls for close personal attention in the study of trade conditions generally, analysis of imports and exports, careful study of changes in source of supply for South Africa, securing special information on certain commodities, summaries of new laws, changes in industrial conditions, in fact a constant study of all matters that will be of service to varied Canadian interests.

## TRADE INQUIRIES.

The securing of trade inquiries from South African dealers has taken up a considerable portion of last year's time, with the result that 559 inquiries were published in Weekly Report. The securing of these trade inquiries by personal interviews and correspondence requires a great deal of detail in preparation, so that no time is lost in submitting questions on any given item, when interviewing principals or departmental buyers.



## CANADIAN INQUIRERS.

In the correspondence paragraph at the commencement of this report, reference is made to the fact that the increased correspondence during the past year is due to trade inquirers which have gone forward. The information asked for by intending and actual Canadian exporters varies a great deal, but covers most of the following: What are the present sources of supply to South Africa? How is settlement arranged? To whom can we sell? How can we arrange for sale? What are the prospects for our selling? What quantity and value is imported? and any other information that may be useful. The following details, showing work done in special lines should be of interest and will give some idea as to the value of the assistance given to promote Canadian export.

## APPLES.

Since November 1, 1913, only one trade inquiry was sent forward for apples which brought inquiries from two Canadian exporters, but arising from trade inquiries sent forward to November 1, 1913, sixty-one letters on this subject have been received and sent out; this correspondence has covered the following subjects in reference to this commodity:—

Cold Storage. Ocean Freight Rates. Complaints. Commendations. Lists of South African dealers. Prices, and the placing of orders for the first time with Eastern Canadian firms. British Columbia is also shipping for the first time 1,200 boxes, and although war conditions may affect the price of this first lot, if the fruit shipped suits the South African trade, Canada will secure a large portion of what is now shipped from Washington.

Reports on Apples in South Africa appear in Weekly Reports Nos. 500, 525, 541, 556 and on page 1279 of No. 550.

## BACONS AND HAMS.

At the request of Canadian interests, full particulars have been furnished, giving prices over a period of time, style of cuts, brands and how advertised, packing, shipping, and lists of South African dealers. Fourteen South African trade inquiries were sent forward and fourteen Canadian inquiries were received.

Reports giving particulars are in Weekly Reports Nos. 508 and 541.

## BINDER TWINE.

Ten trade inquiries went forward asking for direct communications *re* purchase of this commodity and only two Canadian firms inquired. The trade increases each year. The last two boats from Canada carried 10,550 bales of binder twine to this port and quantities to other ports. Further particulars will be found in Weekly Report No. 541 and on page 644 of No. 536.

## BOOTS AND SHOES.

Several Canadian firms have asked for particulars of the boot and shoe trade. In each case statistics of imports, illustrations of style, local prices, general information and list of prospective purchasers were furnished. Results will come if the suggestions made are followed up. For further particulars see Weekly Reports Nos. 542 and 556.

## BRUSHWARE.

This is an item of export which should increase in the future owing to the demand in South Africa for Canadian brushware. In the period under review 24 trade inquiries went forward and 14 applications in reference to these inquiries have been received from Canada. Full particulars have been furnished the Canadian brush

manufacturers stating why exports fell off, and how the trade may be secured, also giving possible agents, lists of brush and broom purchasers, statistics of import in detail and other useful matter.

Weekly Report No. 541, gives some figures and a short report on brushware in South Africa.

#### CANNED GOODS.

Under this heading, there has been correspondence with one firm in reference to canned meats. The rest of the work however, in on canned vegetables and fruit. Canned salmon is dealt with as a separate item. In Weekly Report No. 541, particulars are given as to canned goods. There were sent forward 11 trade inquiries which brought from Canadian dealers 24 applications. This is a line which is making good progress as some special shipments have come forward by the direct Canada-South African line of steamers.

#### CANNED SALMON.

A great deal of work has been done during the past twelve months in reference to salmon. South African trade inquiries totalled 8, Canadian demands covering these totalled 21 and letters received and despatched totalled 37. Information furnished Canadian dealers was lists of purchasers, c.i.f. prices as paid, samples of labels, sources of supply, statistics of imports. As a result several British Columbia companies have shipped direct for the first time.

Further particulars will be found in Weekly Reports Nos. 541 and 556. In Weekly Report No. 547, page 1108, will be found some interesting notes on cray fish packing and export from South Africa.

#### CARRIAGE AND CART MATERIAL.

A great deal of correspondence has resulted due to 17 South African trade inquiries secured for this line. These inquiries brought 37 Canadian applicants and full particulars have been furnished, giving lists of dealers, carriage builders and possible agents. Reference to Weekly Report No. 542 will give particulars in full.

#### CLOTHING.

Under this heading ladies blouses and costumes, overalls and shirts were dealt with.

In the case of ladies blouses and costumes only one firm made request for information which was furnished, giving details in full. In addition, trial orders were secured.

With regard to shirts and overalls, samples and prices have been sent to Canadian manufacturers. Full particulars as to source of supply have been given, statistics of imports and lists of prospective purchasers have been supplied and an arrangement is now under way for one of these firms to secure South African agents.

The South African trade inquiries secured with regard to shirts were 32 and with regard to overalls 30 and in answer to these inquiries five Canadian firms made application for each one. This should mean good results if followed up.

Further particulars will be found in Weekly Report No. 541.

#### UNDERWEAR.

Special efforts are being made to secure agents for Canadian manufacturers. Thirty-one South African trade inquiries were secured, principally in reference to fleeced underwear.

Prices have been quoted, lists of importers supplied and general information furnished that should be of value in securing a footing in this market.

## CONFECTIONERY AND BISCUITS.

Full particulars have been furnished several Canadian Inquirers indicating all the conditions of the market and pointing out the possibilities, and until the declaration of war, the prospects of placing these lines on the market were very good as four inquiries have been printed in the Weekly Report from South African commission houses, who were prepared to take up agencies of this kind.

There has been some delay on the part of some Canadian inquirers in making a further move to secure a sure trade in good confectionery.

## DRUGS AND CHEMICALS.

Several demands from Canada for information regarding possibilities of the trade in South Africa resulted in considerable work, in personal interviews, correspondence, the furnishing of statistics, the securing of price lists and catalogues, which were forwarded to Canada, and in addition, complete lists of possible purchasers in all branches of the trade were supplied.

From South Africa only one inquiry was sent forward, to which five different Canadian firms answered.

Reference to Weekly Report No. 541 will give further details.

## DUCKS "COTTON."

The possibilities of this trade were referred to in Weekly Report No. 541, and six trade inquiries were sent in, for which thirteen different firms in Canada made application.

## ELECTRIC SUPPLIES.

Two Canadian firms made application for information under this heading, and in addition two other firms answered the only trade inquiry which went forward.

Full particulars were secured by personal interviews and correspondence and in addition statistics of imports and lists of importers were furnished. Further details regarding this trade will be found in Weekly Report No. 542.

## FLOUR.

In addition to fifty-eight letters on file this year, which covered many sides of this export, many personal interviews were secured with millers and dealers in Durban, East London, Port Elizabeth and Cape Town.

Under this heading information was secured and forwarded to Canada giving details of imports, lists of dealers and agents, general information as to qualities, brands and packages, also reports covering conditions on arrival in South Africa of flour shipments, copies of port surveyor's reports, climatic conditions of each port and other special features. Trade inquiries covering purchasers and agents totalled eleven from South Africa and in answer to these thirteen Canadian firms applied for the addresses.

In Weekly Report No. 541 will be found a report covering this article.

## FURNITURE.

Thirty-two South African trade inquiries for furniture resulted in forty-seven Canadian firms making application for their names. In addition to what may have been done by each of these applicants in the securing of orders from South Africa, several Canadian firms were supplied with lists of South African dealers, statistics of imports, catalogues of foreign makers, details of construction in special lines, and



prices as secured by foreign manufacturers. General information furnished covered such lines as church furniture, school furniture, household furniture, office furniture and steel furniture. Names of possible agents were also submitted to Canadian makers.

Further details will be found in Weekly Reports Nos. 508, 542.

#### GRAIN.

Practically all the work done under this heading was in reference to wheat. Some special reports were made regarding the complaints on grades of wheat as delivered in South Africa; it was found that all complaints were made with regard to Canadian wheat shipped from American ports, the Canadian shipments always give satisfaction.

To overcome all possibility of lower grades being substituted, standard samples have been forwarded by the Canadian Government Grain Commission, and the trade here, who were notified, have on several occasions secured samples for comparison.

During the year eight trade inquiries were sent to Ottawa for wheat agencies, this has brought application from five Canadian exporters.

The securing of data for the special reports was done by personal interviews in Durban, East London, Port Elizabeth and Cape Town, and correspondence with the dealers and millers in such centres as Bloemfontein, Kimberley, Johannesburg and Pretoria.

Further information as to wheat will be found in Weekly Reports Nos. 531, 541, and on page 645 of No. 536.

Under this heading, one of the Northwest grain growers requested that samples should be secured of a certain South African barley which had been noted at the Chicago Exhibition twenty years ago. Many inquiries were made, but without success, until I called on the Minister of Agriculture for South Africa, Hon. Mr. H. C. Van Heerden; on explaining what was wanted, he said he was sure there was some to be had at one of the Experimental Farms, and through his kindness I was able to forward a good sample to the Canadian inquirer.

#### HANDLES.

Very special efforts were made in this line during the year. Twenty-one trade inquiries were secured and thirty-one applications made for their addresses by Canadian dealers. Our correspondence totalled twenty-five letters, and several orders were placed with Canadian manufacturers. One firm forwarded a set of samples; the trade in various centres were notified; these were on view at this office and the offices of our correspondents in Durban and Johannesburg. This resulted in several large orders being placed. Unfortunately the good work is not being followed up in this particular case. Several of the Canadian firms were supplied with lists of importers, statistics, particulars of the kind wanted, ruling prices and other details. For further information readers are referred to Weekly Report No. 542.

#### HARDWARE.

Letters under this heading totalled fifty-six, and Canadian firms were supplied with lists of importers, statistics of imports, illustrations or catalogues of several lines, prices as sold by foreign makers, information on packing and other details. The following lines were dealt with:—

	S.A. Trade Inquiries.	Canadian Inquiries.
Axes.....	5	10
Hardware general.....	27	103
Tools.....	1	2
Nails.....	1	..
Metal ceiling.....	1	3
Shovels.....	8	4
Stoves.....	6	23
Lawn mower.....	1	1
Wire.....	21	42

Reports giving details of different hardware lines will be found in Weekly Reports Nos. 447, 511, 542, 548.

## FENCING MATERIAL.

Under this heading reference is made to iron standards and wire of all kinds. There has been considerable correspondence on this subject and particulars are given in Weekly Reports Nos. 522, 525, 542.

During the three months previous to November, 1913, many trade inquiries went forward; this year seven inquiries were secured and twenty-seven Canadian firms made application for their names.

## LUMBER.

Under this heading is included lumber of all kinds. Twenty-seven South African trade inquiries were secured, and this brought application to the department at Ottawa from forty-eight Canadian firms. The correspondence covering this commodity totalled seventy-eight letters, in addition to many personal interviews with the trade. Special reports were made on this article of export and general reports were also published in Weekly Report Nos. 517, 541, 542, 543, 555, and on page 1332 of No. 551.

Many Canadian dealers on request were furnished with lists of importers, statistics of import, prices ruling from various sources of supply, and other details.

Canadian firms were asked to tender on certain quantities and several orders were placed. The results were very satisfactory, but must be followed up, and the present is a particularly good time to make the effort.

## ORGANS.

Several Canadian firms were supplied with detailed information regarding the markets of export, prices, illustrations of lines wanted, statistics of imports and lists of dealers. Six trade inquiries went forward and for these five Canadian firms made application. Further particulars will be found in Weekly Report Nos. 525, 532, and 542.

## PAPER.

This article of export received particular attention in several lines.

In the case of carbon paper, agents were secured for one firm and orders have been placed.

With reference to paper bags and wrapping paper, samples and prices were forwarded to several Canadian firms and an agent was secured for one firm; for the first time wrapping paper orders have been placed, and for another firm a South African agent is now soliciting orders from samples which have just been received.

In the case of news print, efforts have been made to keep the department posted as to German competition before the war, and on other details special reports have been made.

Under the heading of paper covering the several kinds forty-four trade inquiries were secured and fifty-seven inquiries were made by Canadian interests. Further particulars will be found in Weekly Reports Nos. 517 and 542.

## PAINTS, VARNISH AND OILS.

Several Canadian manufacturers have asked for particulars which would help them to prepare for export to South Africa. These demands received prompt attention, and according to requests each firm was furnished with lists of importers and possible agents, prices as quoted by foreign export houses were also secured, and catalogues were supplied in several cases. Statistics of imports showing quantity and value and other details were given.

During the period under review, eight South African trade inquiries were secured and eight Canadian applications were received in reference to the same.

In Weekly Report No. 542, further particulars are given covering these lines.

#### REFRIGERATORS.

At the request of two Canadian manufacturers the possibility of Canadian export was taken up with the trade here and all particulars possible were secured. Unfortunately orders had been placed with the usual source of supply and little, if any, trade could be done this year, but with the particulars in hand giving information showing the time when orders are placed, the kind wanted and best selling prices, illustrations also being supplied, Canada should next year have some refrigerators in the table of exports to South Africa. In addition to personal interviews in securing information, the files show that the correspondence with regard to this particular article totalled fifty-five letters.

#### SUGAR.

Full details were secured for one Canadian firm requesting information with regard to possible export, samples of the kind used, prices, bagging, statistics of imports and South African manufacture. This one item accounted for a correspondence of thirty-two letters and took up considerable time in personal interviews. Further particulars will be found in Weekly Report No. 551.

#### VEHICLES.

Only one trade inquiry was secured for carts and carriages and six in reference to motors. Six Canadian firms have been supplied with their addresses.

Weekly Reports Nos. 508, 510, 525, and 542 give detailed information with reference to the demand in South Africa for either automobiles or tractors. In addition to these reports, complete data has been furnished to two Canadian manufacturers.

A great deal of time was taken up in securing information regarding the possibilities of the trade in electric vehicles, and in one case a tender form for electric vehicles was secured from one of the municipal corporations.

#### TRAM CARS.

Under this heading one Canadian firm which asked for information was furnished with complete data and in addition a tender from one of the municipal corporations was submitted.

#### WOODENWARE.

In spite of the bad reputation given to Canadian woodenware by one Canadian firm, twenty-two trade inquiries were secured, and this should certainly result in new trade, as applications for these names have been received from forty-four Canadian firms.

The file on this subject shows twenty-three letters for the year, giving information under several headings, such as prices, catalogues and illustrations, imports and countries of origin, lists of importers and arrangements for agents.

Further particulars will be found in Weekly Report No. 542.

#### MACHINERY, AGRICULTURAL.

Agricultural machinery has been one of the very active lines during the year. The correspondence file shows seventy letters covering a wide range and giving the information asked for. Illustrations of different kinds and prices as sold and in some cases as paid by the South African dealers were supplied, agents for some lines were secured and arrangements are under way for others; orders have been placed for several lines for the first time. There was obtained forty-three trade inquiries which resulted in one hundred and three applications from Canadian manufacturers.



References to Weekly Report Nos. 522, 542, 553, 555, and on page 850 of No. 548 will give more particulars.

## MACHINERY, GENERAL.

In general machinery, Canada made good progress during the past year and several orders were placed for the first time. Particulars under different headings will be found in Weekly Reports Nos. 522, 542, 553, 555, and on pages 803 and 804 of No. 540.

Information of all kinds has been secured for Canadian manufacturers, including thirteen trade inquiries, in reference to which eleven Canadian firms have written.

## OTHER LINES DEALT WITH.

In addition to the details as shown above, the following lines were handled in a similar way as regards the information obtained for Canadian firms making inquiry, and the securing of South African trade inquiries. A study of the figures under each heading will indicate the work done.

	S. A. Trade Inquiries.	Canadian Inquiries.	Amount of Corres- pondence.	Reference in Weekly Report No.
Ammunition .....	1			
Asbestos slates .....	1			
Agencies .....	2		3	509, 541, 542
Boiler composition .....	4			
Butcher supplies .....	1		2	
Canadian produce .....	3			539, 541
Cereals .....	4		3	
Cattle .....			3	541
Doors, pine .....	1	3	2	542
Doors, cold storage .....		1	9	
Explosives .....		1	12	550
Evaporated apples .....		5	7	541
Furs and skins .....		1	3	
Grocers sundries .....	1			
Leather .....	4	4	12	542
Milk, condensed .....	8	16	9	539, 541
Mica .....		1	10	
Potatoes .....	1	2		
Oils .....	3	2	4	
Roofing material .....		3	9	542
Ribbon, typing .....		2	19	
References .....		14		
Raffia straw .....		2	5	
Silverware .....		1	9	
Scrap metal .....		1	9	
Trade inquiries .....			130	
Tenders .....			42	
Tubs, porcelain .....		1	12	
Trunks and bags .....	2	1		
Tar .....	2	2	15	542
Valves, brass .....		3	12	
Handcarts .....	1	1	9	
Whips .....		1	4	

## IMPORTERS DIRECTORY.

During the past year another important feature of the work was the compiling of an up-to-date list or directory of South African importers. This list was not made up from regular South African directories; the only directory used was the directory of foreign importers as issued by the Department of Trade and Commerce, Ottawa. This was revised and added to from our trade inquiry list files, and by correspondence, with the result that every name given is either a purchaser or prospective purchaser of Canadian goods.

Another list was compiled and is now on file at the Department of Trade and Commerce, Ottawa, which gives as far as is possible the names of the home house, or foreign buyers for South African firms.

The list was made up entirely by correspondence and by personal interviews.

#### DIRECT REPRESENTATION IN SOUTH AFRICA.

This is a subject that has been dealt with in almost every communication with Canadian firms. In addition, reports on this subject were forwarded to the department and particulars will be found in Weekly Reports Nos. 509, 541, 542 and 555.

#### PRICE LISTS AND DISCOUNTS.

This was another subject which was fully gone into with most of the Canadian correspondents. Particulars will be found in Weekly Reports Nos. 509, 525, 541, and 542.

#### SOUTH AFRICAN TENDERS.

The privilege has been secured of being placed on the mailing list for all oversea tenders of the South African Government departments and the principal municipal corporations. The great difficulty to overcome is time, as up to now all these tenders have been made out only with the United Kingdom and the continent in view as possible sources of supply and inspection of work during construction. Efforts are being made for an extra allowance of time on all tenders in which there is a possibility of Canada being able to tender.

#### SOUTH AFRICAN EXPORTS.

By means of correspondence and through reports the attention of Canadian firms has been drawn to the possibilities of many of the South African exports such as fruit, ostrich feathers, maize, wattle bark, wool and mohair, hides and skins, in which there is a possibility of arranging for direct export. Details of the coal, gold, diamond and tin output have also been given.

#### EXAMINATION OF TRADE LITERATURE.

Irrespective of the work done and results secured as shown in the report, there is an amount of necessary work performed for which no direct results can be shown. As illustrations there may be mentioned the immediate reading and careful examination of all government, provincial and municipal reports, South African trade papers, and a mass of other printed matter which is likely to contain information affecting trade conditions or showing opportunities for trade. Very often this search for information is time lost, but on the other hand, it often enables special reports to be made which are of value to the Canadian interests concerned.

#### VALUE OF THE ASSISTANCE GIVEN.

The valuable assistance given to Canadian producers and manufacturers has been pointed out in a general way. Useful work is accomplished in doing everything possible to get the South African purchaser and the Canadian exporter together, with the added advantage to the Canadian firm, of having in hand all such details as regards their particular lines, that it is possible to secure.

The work of securing information and compiling the same is very often no easy task, but it is one which is nearly always appreciated. There is on record, however, several demands from Canadian firms which, although they were compiled with in full and often other useful data secured were never even acknowledged. Some firms are under the impression that the Trade Commissioner should secure orders for them (and as a rule these firms send little or no details). For obvious reasons this would be

beyond the province of a Canadian trade official. It has often happened, however, that when seeking information, it is stated that the line is interesting and that a trial order will be given. Under these circumstances all the information at hand is given and the Canadian firm is immediately notified that an order is going through.

#### SUGGESTIONS TO CANADIAN MANUFACTURERS.

Canadian firms who are exporting or who are intending exporters, must if they wish to hold and secure the South African trade do their part, by giving to their export business just as close attention as they do to the home trade. If anything, they must be more thorough in all their arrangements, as the conduct and method of export trade must be up to date in every respect. Mistakes are hard to explain and settle with satisfaction 8,000 miles away.

Canadian manufacturers should co-operate for selling purposes, and some means should be found of organizing commission houses who will handle shipments of all kinds, particularly repeat and small orders which are shipped on one invoice and one bill of lading.

The manufacturer must be represented in the field if he expects to do business, and his value must be as good if not better than his foreign competitor.

The immediate future is not an opportune time for travellers in South Africa owing to the general restriction of trade, but more particularly because all orders, no matter how carefully gone into here, are closely censured by the home United Kingdom houses. This is a splendid opportunity, however, to prepare the way for small immediate orders and to sure business in the future by circularizing South African firms and their home houses, notifying in each case that similar letters and catalogues have gone forward to the other address.

With reference to catalogues and circular letters, the following advice sums up all that may be said in this regard: "Give all possible information such as you would expect yourself under similar conditions." Canadian firms should not stop at the first letter and catalogue, but should follow the matter up systematically.

Canadian manufacturers and shippers should remember when sending catalogues to the jobbing firms in South Africa, that these firms cannot buy without complete information. All that is required is a little initiative on the part of the various Canadian manufacturers, and business is bound to be opened up with one of the best buying markets of the world.

## GREAT BRITAIN.

### REPORT OF TRADE COMMISSIONER.

(*Mr. J. E. Ray.*)

#### ANNUAL REVIEW.

BIRMINGHAM, January 13, 1915.

A review of the past year's work reveals an increase in the number of Canadian exporters desirous of establishing or augmenting trade with Birmingham and district. In past years the majority of inquiries were for British buyers of foodstuffs; but during 1914 there was a marked improvement in the number of manufacturers inquiring for buyers. Many of the firms forwarded catalogues and prices which were placed before prospective buyers. The number of British firms introduced to Canadian exporters exceeded 400, and 115 inquiries for Canadian goods appeared in the Weekly Report.

#### CORRESPONDENCE AND INTERVIEWS.

The number of letters received during the year was 1,309, and the number despatched was 2,615. The number of persons who called at the office for interviews was 555.



## REPORTS.

Forty-three reports were despatched to the Department of Trade and Commerce during the year. The main object of these reports was to demonstrate the extent and nature of this district as a purchasing centre. As far as possible, an endeavour was made to show what merchandise was imported, detailed information being furnished when possible, the countries of origin, and the ability of Canadian exporters to enter into competition. Market conditions were reported upon from time to time. A special feature of the reports was the analysis of the British Board of Trade's monthly and annual returns in order to point out Canada's progress or retrogression, as the case may be, in comparison with former years.

## PERSONAL INTERVIEWS.

A practice has also been made of personally interviewing the leading importers of this district in order to ascertain their requirements, the result frequently enabling inquiries and samples to be depatched to the Department of Trade and Commerce.

## SUGGESTIONS.

If any suggestion can be made for the advancement of Canadian commercial interests in this district, it is that exporters should send their representatives over once a year to interview prospective buyers. A few firms have adopted this plan with satisfactory results. It is obvious that a Trade Commissioner cannot possess technical information with the many and varied inquiries received. Being conversant however with the leading buyers in the district he can introduce Canadian business men to them.

## GREAT BRITAIN.

## REPORT OF TRADE COMMISSIONER.

(*Mr. E. D. Arnaud.*)

BRISTOL, December 2, 1914.

## ANNUAL REPORT.

During the eleven months ended on November 30, 1914, twenty reports were forwarded to the Department of Trade and Commerce at Ottawa for publication in the Weekly Report, dealing with the following subjects:—

- Agricultural research.
- Timber.
- Provisions.
- Bristol trade.
- Docks.
- Electric lighting.
- Road construction.
- Canal development.
- Sardines and British Columbia canned fish.
- Exports to United States.
- Coal mining freezing process.
- Apple imports.
- Public trustee.
- Electricity and poultry raising.
- Motor spirit from coal.
- British Columbian woods.
- Fire damp detector.
- Meat products.
- Furniture.
- Pitwood.

## INQUIRIES.

In the course of the year the following trade inquiries have been investigated on behalf of Canadian exporters and importers, and all the information that was obtainable on the various subjects has been supplied to those interested:—

Emigration.  
 Docks—Canadian import statistics.  
 Customs.  
 Cardboard boxes.  
 Canadian lands.  
 Canadian exports agency.  
 Canadian investments.  
 Canadian railway representatives.  
 Canadian provincial agents.  
 Canadian ores.  
 Canadian oilcloth.  
 Canadian boots.  
 Canadian peat.  
 Canadian mica.  
 Canadian glass blanks (lead).  
 Canadian birch wood supplies.  
 Canadian oyster shells.  
 Canadian machinery.  
 Canadian estate duties.  
 Canadian fish (B.C.).  
 Canadian match wood.  
 Canadian furniture.  
 Canadian stoves and heaters.  
 Canadian fireclay manufactures.  
 Canadian timber imports.  
 Canadian fruit.  
 Canadian wheels.  
 Canadian picture post stamps.  
 Canadian wood goods.  
 Canadian corsets.  
 Canadian agricultural implements.  
 Canadian canned goods.  
 Canadian hardware.  
 Canadian motor tires.  
 Canadian cooperage stock.  
 Canadian electrical cables and supplies.  
 Canadian wire nails and fencing.  
 Canadian pit-wood and props.  
 Canadian veneer panels, etc.  
 Canadian wood handles.  
 Canadian box shooks.  
 Canadian glass tiles.  
 Canadian pianos.

## CUSTOMS.

Information concerning the Canadian customs tariff and regulations is frequently sought and in all cases the necessary details have been furnished.

## CORRESPONDENCE.

A total of 766 letters have been received and 1,144 despatched. Copies of the official Export Directory of Canada as well as other printed matter have been circulated in any direction where it was considered that it would prove useful in extending Canadian trade.

## SECURING GERMAN TRADE.

A large number of the Board of Trade pamphlets dealing with German and Austro-Hungarian exports to all parts of the world have been forwarded to Canadian manufacturers and exporters to assist them in extending their business or in entering new markets. Judging from the acknowledgments received to date these have been much appreciated.

## RESULTS.

While there is no reason to doubt that the efforts to establish trade connections between Canadian exporters and buyers in the United Kingdom have been more or less successful it has not been found possible to refer to any particular instance, owing to the reluctance of importers to discuss any arrangements that they have been able to complete. It is only occasionally that it is learnt that the work done has accomplished favourable results.

## GREAT BRITAIN.

## REPORT OF ACTING TRADE COMMISSIONER.

(*Mr. Claude Dyer.*)

LEEDS, December 4, 1914.

## DISTURBED CONDITIONS OF TRADE.

In view of the disabilities under which the various trades are labouring as a direct outcome of the war in Europe, the preparation of this report is accompanied by difficulties which were entirely absent in former annual reports.

At the beginning of the war, a feeling of pessimism was uppermost in the minds of business men, especially the case of those engaged in the import trade or in such cases where men had money at stake in belligerent countries. This was followed by a feeling of unsettlement as to what future conditions would be, and these circumstances have had a counteracting effect upon traders engaged in the import and overseas trade.

Another factor which has operated against the import trade from Canada are the high freight rates ruling. This is attributable to the vessels being required for conveying men and military supplies, but it has nevertheless handicapped importers on this side. At the time of writing, for instance, importers complain that they cannot get shipments through of apples or rugs on account of there being no vacant space available.

## TO INTRODUCE CANADIAN GOODS.

If it were possible to give a complete detailed review of the work performed during the year, one of the outstanding features would be the efforts which have been made to introduce Canadian products, in order that they might replace in some measure, the supplies received in normal times from Continental Europe.

These efforts, it is pleasing to state, have been supported to some slight extent, by a livelier interest which has been manifested by Canadian manufacturers in the possibilities of securing a market for their goods in the United Kingdom. During the latter part of the year, inquiries have been received from makers of such lines as pianos, corn brooms, wood split pulleys, screws, nuts, twist drills, canned goods, pit props, veneer, handles, bentwood chairs, box boards, sauerkraut, etc., accompanied by a desire for assistance in introducing their goods into this market if they were found to be competitive.

In each case, close investigation was at once made and the result, together with the names and addresses of prospective importers, were submitted. In this connection, various letters expressing appreciation at the information furnished, have been received.



## MILITARY SUPPLIES FROM CANADA.

Another development which is likely to result to the continued advantage of Canadian industry, is the publicity given in the English press to the contracts placed among Canadian firms by the war office. The military supplies now being manufactured and the capacity which Canadian firms have for manufacturing the same, have come as a surprise to many people in the United Kingdom. In this connection, attention may be drawn to the last two paragraphs in this report as having some bearing on this point.

## DEVELOPMENT OF CANADIAN TRADE.

So far as it has been possible to ascertain in view of the general unsettlement of trade during the latter half of the year, the following are the outstanding features in connection with import trade from Canada to this part of England.

Woollen rags continue to arrive in fairly large quantities and there has been a strong demand for that class of rag containing a large proportion of wool such as underwear and stockings. The shipments are looked after on this side by Canadians who are resident in the district. In the last fiscal year, 4,614,800 pounds of rags were shipped to this district from Canada and the trade each year has shown a steady increase since 1907 when the exports were only 826,576 pounds.

A considerable number of horses from Canada have been brought in during the latter part of the year and have been distributed among the artillery barracks in the district. It is understood that Canadian horses have also arrived in other parts of the country.

Judging by the frequency with which Canadian oil-cake has been observed to be quoted in the market reports, this commodity must be finding an increasing sale in this country. In the fiscal year 1913, the shipments were valued at \$509,509.

To the varied lines of Canadian products now selling in the United Kingdom, three new additions have to be made during the year, viz., chewing gum, lacrosse sticks, maple sugar and syrup.

Apples from Canada have arrived in irregular quantities, due, it is said, to the difficulties in obtaining suitable freights. On the day of writing, one local firm received a direct shipment of 600 barrels from Merton, Ont.

In reference to the attention drawn in recent reports to the prospective demand for Canadian turkeys; it is interesting to state that local dealers have lately been offered supplies by importers at the ports. So far as is known, this is the first occasion in recent years, when shipments have been received from Canada.

Particular efforts were made to introduce pit-props from Canada in view of the curtailment in the supplies from European sources. Importers were placed into communication with prospective exporters in Canada and much correspondence took place on the subject. The position at the time of writing is that it is feared there are two obstacles to the trade which will have to be overcome, viz., price and freight rates. In the meantime, colliery owners are relying more and more on English-grown larch, which, apparently, they are being able to purchase on satisfactory terms.

## TRADE IN CANADIAN PRODUCTS.

The import trade in what may be termed "the natural products of Canada" under which heading is included cheese, lumber, seeds, dairy products, wheat, hay grains, etc., continues in the usual channels.

During the course of the year, special investigations were made with a view to ascertaining the probable demand for the following goods from Canada, viz., flax fibre, bristles, leather, rye, peas, tar, engravings, machinery, motor tires, canned vegetables, buckwheat, oak staves and saukeraut.

## CANNED FISH FROM CANADA.

Canned salmon and canned lobster from Canada are sold largely in the British isles and it is interesting to observe the position Canadian canners hold in the trade, as shown by the following figures relating to the percentage of the total imports:—

	CANNED SALMON.	CANNED LOBSTERS.
	Percentage of total imports derived from Canada.	Percentage of total imports derived from Canada.
1914 (10 months).....	41 per cent.	95 per cent.
1913 year.....	45 "	94 "
1912 ".....	60 "	83 "
1911 ".....	42 "	87 "
1910 ".....	41 "	84 "

## MANUFACTURED GOODS FROM CANADA.

As almost every line of industry is carried on in some degree in the British isles, the question has frequently—but perhaps only naturally—been asked as to what manufactured goods from Canadian factories can be expected to compete in this market. It will, therefore, perhaps come as a surprise to some Canadians to learn that the following articles of Canadian manufacture are, to some extent or other, imported into the United Kingdom. The prospects for Canadian manufacturers have also been favourably enhanced by the dislocation, and, in some cases, the total cessation of the imports of manufactured goods from certain countries in continental Europe.

Another factor which is drawing attention to the manufacturing resources of the Dominion are the contracts for military supplies which have been placed by the war office with Canadian firms.

## ARTICLES IMPORTED.

The following is a fairly representative list of the goods made in Canadian factories, which, to some extent or other, are now sent to the British isles: Whips, farming implements, chewing gum, tanning extracts, leather, account registers, typewriters, valves, wire fencing, cider, maple syrup and sugar, lacrosse sticks, shoe polish, whisky, organs, oilcake, tobacco, wood-pulp, oatmeal, whale oil, flour, clothes pins, cereal foods, maple blocks, canned products, tallow, wood products, furniture, carriage woodware, and paper boards.

## GREAT BRITAIN.

## REPORT OF TRADE COMMISSIONER.

(*Mr. Harrison Watson.*)

LONDON, December 1, 1914.

## CORRESPONDENCE.

During the twelve months December 1, 1913, to November 30, 1914, 3,249 letters were received and 3,968 letters despatched.

## STEADY GROWTH OF WORK.

The work has steadily grown during the past year both in volume and scope, necessitating the addition to the staff of a junior assistant.

There was also an increase in the number of visitors, and consequently in the number of personal interviews, more particularly during the past few months.

#### LARGE INCREASE IN EXPORT INQUIRIES.

A marked feature has been the larger number of applications from Canadian manufacturers and shippers wishing to develop export trade to the United Kingdom. Early in the year this was partly due to the less active conditions prevailing in the Dominion, and later to the outbreak of war, as a result of which many Canadian correspondents and visitors have been seeking information as to the possibilities of supplying from Canada goods which the United Kingdom customarily draws from Germany and other continental countries affected by the war. Similarly, there was an abnormal increase in inquiries from British firms wishing to learn to what extent Canada is in a position to furnish certain products and commodities, the usual source of supply of which has been dislocated for the time being.

The varied problems arising from these altered circumstances have already been the subject of such detailed report that it suffices here to suggest that Canadian firms wishing to establish export trade of a permanent nature must adopt special organization similar to that which has enabled Germany and other countries to secure such a hold in this market, and where prospects are at all encouraging they can be recommended, as a preliminary, to send over a thoroughly informed representative to study the conditions and circumstances affecting the particular branch in which they are interested. Personal investigation conducted on the spot is the only practical way of ascertaining whether profitable trade is capable of development.

In this connection it should be borne in mind that under ordinary circumstances the principal requirements of the United Kingdom, outside of food supplies, are mainly raw materials or partly manufactured goods required for home industries, and that apart from specific manufactured goods which either are not produced in the country to any considerable extent, or under less satisfactory conditions than elsewhere, a large proportion of the finished goods imported are sold, and frequently dumped, at prices below those at which they are sold in the country of production, and values realizable would be unattractive and often unprofitable to Canadian manufacturers.

The principal opportunities for Canadian manufactured goods are in articles for the production of which the Dominion possesses special natural resources and advantages.

#### METHOD OF DEALING WITH INQUIRIES.

Every effort has been made to provide Canadian applicants with such general information as is available, and in cases where details were not already on file, business houses and other authorities associated with the particular trades have been consulted.

While these particulars should be of considerable preliminary practical value, the question of price plays such an important part in the establishment of business that it is obvious that definite negotiations in such transactions must be conducted by principals.

As a rule, it is possible to place both Canadian and United Kingdom inquirers in touch with houses prepared to exchange correspondence with a view to the establishment of business relations, and in many cases it has been learnt that firms were interesting themselves in particular inquiries and submitting samples and prices.

#### DIFFICULTY OF TRACING RESULTS.

While it is understood that definite connections have frequently resulted, in most cases it is impossible for the Trade Commissioner to ascertain the ultimate effect of his co-operation.

Whereas some persons are prompt in their acknowledgment and appreciation of assistance rendered, it is of rare occurrence for any to give information as to the



results achieved, and indeed many correspondents, both in the United Kingdom and Canada, do not even trouble to acknowledge receipt of letters, sometimes where considerable time and trouble have been expended in making the necessary inquiries.

As an example, the head of a London firm calling a short time ago with regard to some matter, incidently mentioned that he would like to take the opportunity of conveying his thanks for the valuable help given, which had resulted in their concluding a contract with a Canadian manufacturer whereby they have been purchasing an average of over \$10,000 worth of goods for several years. This was the first intimation of the transaction which had been received.

#### A FEW EXAMPLES OF DEFINITE RESULTS.

At the same time it may be interesting to quote a few instances of definite results, of which information has been received.

The preliminary action which was taken in supplying and obtaining information for the Bengal and North Western Railway Company led to direct negotiations as the outcome of which the company placed an important order in British Columbia for railway ties for shipment to India.

Information about the Canadian iron and steel industry which it was possible to supply from personal knowledge, supplemented by quotations specially obtained by cable, decided the representative of important interests that the prospects of securing certain iron and steel manufactures required warranted his paying a visit to Canada, in order to discuss business on the spot with manufacturers. As a result it is reported that trial orders were placed with several manufacturers, and there are good prospects of business being developed in several directions.

An article for which an immediate demand sprang up after the declaration of war was bronze powder, United Kingdom supplies of which have always been obtained from Germany. As the material is produced in Canada, the manufacturers were promptly notified of the opening offering, and as a result a partner left at once for this side. Upon his arrival he was placed in touch with a number of firms who had advised this office of their desire to obtain Canadian quotations; and thanks to the courtesy of the Commercial Intelligence Branch of the Board of Trade, a list of a considerable number of other firms who had approached them with the object of obtaining supplies of bronze powder was obtained for him. It is understood that important orders were secured and that an increase in the Canadian plant is being made in order to deal with this new business.

In several instances it has been possible to help Canadian manufacturers and shippers to obtain resident agents on this side qualified to look after their interests.

#### CANADIAN GOODS IN WHICH EXPORT TRADE IS SOUGHT.

The following are among articles about which inquiries have been received from Canadian firms seeking an export outlet. A number of these which had not previously been the subject of inquiry necessitated special investigation:—

Wheels and wheel stock, wooden bungs and plugs, egg case fillers, matchwood, chairs, desks and various furniture lines, curtain poles, handles (broom, tool, and implement), dowels, flooring, excelsior, telegraph poles, railway ties, veneer, box shooks, pit props, canoes, gramophone cabinets, fruit baskets, crutches, frozen salmon and halibut, salmon for smoking, porpoise oil and hides, canned salmon, canned lobsters, evaporated apples, canned fruits and vegetables, maple sugar and syrup, canvas back ducks, canned rabbits, potatoes, tobacco, wire nails, wire, fencing, wrought iron tubing, bedstead tubing, horseshoes and horseshoe calks, valves and stopcocks, stoves and hot water heaters, sliding door hangers, fire engines, stable hardware, screws, castings, concrete machinery, acetylene apparatus, boots and shoes, steel couches, roofing, corn whisks, motor tyres, indiarubber goods generally, mitts and gloves, pianos, knitted goods, paper and news print, bone meal, mica, infusorial earth, garnets, amber, molybdenum, iron pyrites.

## BRITISH AND CONTINENTAL INQUIRIES FOR CANADIAN GOODS.

Applications from British and Continental firms as to possibilities of obtaining supplies from Canada include:—

Wheat, flour, bran, mill offals, oatmeal and rolled oats, malt, split peas, apples, flax straw and fibre, yeast, canned goods of all kinds, pork, frozen cattle offal, bone meal, dried blood, pemmican, caviare, plover's eggs, porpoise oil, maple roller blocks, box shooks, dowels, handles, veneer, telegraph poles, matchwood and splints, railway ties, pit props and pitwood, pulpwood poles, hemlock for laths, clothes pins, skewers, picture mouldings, hammock chair frames, tubs, cobalt, wolfram, tin, chrome, graphite, mica, molybdenum, nickel, asphaltum, kieselguhr, zircon, iron and steel manufactures and hardware, engineering specialties, boiler plates, shafting, brooms and brushes, cotton sewing thread, rubber shoes, wood pulp, paper, paper felt, cardboard, wood naphtha and acetic acid, bronze powders (a large number), wood pulleys, carbonic acid gas, potash and pearl ash, starch, knitted goods.

## OTHER INQUIRIES.

We continue to be consulted by United Kingdom firms wishing to develop export trade to Canada, and while such inquirers are recommended to place themselves in touch with the resident British Trade Commissioner in Canada, it is frequently possible to supply them with general information and suggestions.

In the same way a considerable number of applications are still addressed to this office by Canadian firms asking for our assistance in securing agencies in particular articles which they specify, and it is found that the publication of these in the form of trade inquiries in *The Board of Trade Journal*, frequently helps to effect the connections desired; while latterly many of these applications have been referred direct to the Commercial Intelligence Branch of the Board of Trade in connection with the campaign which they are conducting in the interests of British export trade.

The occasional inquiries received from Canadian manufacturers and merchants seeking new sources of supply of articles which they require have increased greatly since the outbreak of war, owing to the cessation of shipments from Germany and other continental markets.

## MATTERS DEALT WITH IN REGULAR REPORTS.

In the regular reports which have been forwarded to the department, the chief features of the course of British trade as disclosed by the trade returns published have been dealt with, and analyses made of statistics issued relating to particular subjects, and it was also thought useful to make a precis of the elaborate tables published by the Board of Agriculture showing the nature and origin of the food supply of this country, and further of annual trade reports dealing with important industries, such as timber, iron and steel products, tea and dairy produce.

The results of investigations made regarding export trade possibilities in various Canadian products and manufactures at the instigation of correspondents, have also been reproduced, where the information would be of general value, and attention has frequently been drawn to suggested opportunities for fresh Canadian activity and enterprise which have come to notice.

Immediately after the declaration of war, tables of statistics were compiled illustrative of the chief items of German and Austrian export trade to the United Kingdom, and a variety of other information which called attention to matters of interest to Canada resulting from the crisis has been transmitted.

## REPORTS UPON SPECIAL TRADE MATTERS.

In accordance with the instructions of the department, several special trade matters have also been investigated and reported upon. Among the more important are:—

## GRAIN STATISTICS.

It was desired to secure an explanation of the considerable discrepancies shown in the Canadian export figures of wheat and other cereals in comparison with the import statistics published by the United Kingdom and other European countries.

In spite of the cordial co-operation of the customs authorities and the principal commercial bodies and experts associated with the grain trade, it was found quite impracticable to obtain any definite solution, but it appeared that likely factors are the assignment to the United States of considerable shipments of Canadian grain made to Great Britain via United States ports, and the crediting, in Canadian export returns, to the United Kingdom of whole cargoes of grain carried in vessels which, while primarily destined for the United Kingdom, subsequently proceed to continental ports. It was also ascertained that large quantities of wheat ultimately delivered to Germany and Switzerland are included in the imports of countries through the ports of which the shipments merely passed in transit.

## OCEAN FREIGHTS.

In order to illustrate the rates of ocean freight from the United Kingdom to a number of specified countries, particulars of current rates were obtained and embodied in the form of a table. It was, however, apparent that the value of the information for purposes of comparison was largely affected by the absence of uniformity and different methods of classification in vogue in the various shipping conferences.

## CANNED SALMON.

An elaborate investigation, involving the consultation of the principal London brokers and dealers handling canned salmon, elicited the general opinion that the popularity of canned salmon as a standard article of food is steadily increasing, particularly among the labouring classes. Indeed, the demand for first quality British Columbia canned salmon was in excess of the supply.

Up to the present there has been considerable prejudice both from the trade and the public against pink and other lower grade varieties, but as this is stated to be largely due to unsatisfactory methods of packing, it seems possible that with care, an established trade is capable of development, more particularly among consumers to whom the cost of food is an important consideration.

## BRITISH COLUMBIA LUMBER.

The possibilities of increased trade in British Columbia lumber to this country in view of the opening of the Panama canal formed the subject of a particularly searching investigation upon account of the extreme importance of the trade to the province.

The time was a rather unfortunate one, coinciding with the aftermath of last season's timber boom.

The practically unanimous verdict of the principal importers was that the cost of transportation in comparison with closer sources of supply was an almost unsurmountable obstacle, which must necessarily limit business to this country, and that shippers should be recommended to look to more favourably situated countries for a market.

At the same time it was admitted that any substantial reduction of freights which might result from the Panama canal must be beneficial to trade with the United Kingdom, and that the falling-off in supplies from other existing sources must inevitably have its effect in the long run.

As subsequently reported, the situation has been greatly altered, at least temporarily, by the course of the war, which has greatly reduced, and in some cases completely stopped, shipments from certain countries which were chief competitors.



In consequence, the possibilities of British Columbia, as well as Eastern Canada, supplying timber for constructional purposes, railway sleepers, telegraph poles, and other purposes, is the subject of active inquiry at the present time by the leading timber merchants.

The possibility of the war creating a demand for Canadian canned fruits and vegetables, and for motor tires, were among other subjects of special inquiry.

#### DIRECTORY OF IMPORTERS.

In anticipation of the issue of a future edition of the Directory of Foreign Importers, a revised list of the principal firms interested in Canadian products was compiled, the value of which is greatly increased by the cordial and practical co-operation of the officials of important London corporations and of the transportation companies.

#### CANADIAN TRADE INDEX.

Nearly three hundred copies of the Canadian Trade Index were distributed among bodies and firms whose interest in Canadian export trade had been ascertained.

#### DISTRIBUTION OF REPORTS.

A considerable number of mining reports and publications issued by both the Dominion and Provincial Governments were also supplied to firms who are interested in Canadian ores and minerals.

#### SOME FEATURES OF ROUTINE WORK.

As usual, constant applications were made relating to customs tariff, certificate regulations, trade statistics, departmental reports, patent and trade-mark regulations, companies' acts, food standards, and many visitors consult the Canadian directories, particularly those of the principal cities.

#### EMIGRATION INQUIRIES.

For the convenience of callers there is kept a supply of emigration literature published by the Dominion and many of the Provincial Governments, referring applicants to the proper officials for anything beyond preliminary information. There has been a noticeable falling-off in the volume of inquirers in comparison with recent years.

#### CO-OPERATION WITH THE BOARD OF TRADE.

The location of this office in the same building as the Commercial Intelligence Branch of the Board of Trade, whose functions are in many respects similar to those of the Canadian Commercial Intelligence Service, has always enabled us to co-operate in many directions which are mutually beneficial. This association has been particularly advantageous in connection with the active campaign which the Board of Trade has been conducting since the outbreak of war in the interests of British and Imperial trade, because it has afforded frequent opportunities for bringing to the notice of United Kingdom firms the fact that Canada is in a position to supply a number of products which are ordinarily obtained from Germany and other continental countries, the cessation of which has caused many firms to apply to the board for information as to fresh sources of supply.

## GREAT BRITAIN.

## REPORT OF TRADE COMMISSIONER.

*(Mr. F. A. C. Bickerdike.)*

MANCHESTER, December 8, 1914.

## CORRESPONDENCE AND INTERVIEWS.

About nine hundred official letters were received and twelve hundred despatched. The bulk of the correspondence has referred to the marketing in this district of the products of Canadian manufacturers, a small proportion covering customs and invoice information on behalf of British firms engaged in the export trade to Canada.

The record of interviews shows approximately six hundred, covering almost every article of import and export, and many of these consultations have resulted in an increased distribution of Canadian goods in Liverpool, Manchester and other Lancashire centres.

## REPORTS.

Nineteen reports were forwarded to the department for publication in the Weekly Report which circulates among the exporters and manufacturers in Canada. The subject matter of these reports has referred to British trade, import and export, agriculture and state of crops at various periods of the year, state of the textile and other trades, the position occupied by Manchester as an importing and exporting centre, the various imports from Canada, the quantities of grain in storage elevators, conditions of employment, prices of Canadian fruit, cheese, etc., inquiries and specifications for products manufactured in Canada, the prospects for a lucrative trade in British Columbia lumber etc., etc.

## TRADE INQUIRIES.

During the year over fifty trade inquiries have been published in the Weekly Report and these have resulted in placing many manufacturers in Canada in direct touch with importers here, especially for manufactured articles of iron and steel formerly supplied by Germany.

These trade inquiries may be said in general to cover the following articles required in this district from Canada:—Timber, asbestos, handles, matchwood, box-boards, iron ore, fruit (canned and green), flour, oatmeal, wire nails, screws, nuts and bolts, cut nails, barbed wire, domestic wire goods, bronze powder, gold and aluminum foil, and builders' specialties.

## IMPORTS FROM CANADA.

Among direct imports to Manchester from Montreal and Quebec the following commodities show a large increase to this district as compared with the previous season (two vessels yet to arrive):—

Wheat, about  $4\frac{1}{2}$  million bushels, against about  $3\frac{1}{4}$  million bushels in 1913.

Flour, about 60,000 sacks, as compared with about 1,500 sacks in 1913.

This abnormal increase being altogether due to "Canada's gift" for war purposes.

Apples, about 20,000 barrels (to date), against 12,000 barrels.

Asbestos, 36,200 bags, compared with 3,500 in 1913.

Pulp-boards, 7,000 bales, against 4,000.

Paper, 1,600 bales, against 15 bales.

Leather, 3,000 bales, against 2,000 bales.

Phosphorus, about 3,000 cases, compared with 1,500.

Among commodities showing a decrease are hay, lard, oats, pulp, cheese and maple flooring.

## ADDITIONAL COMMODITIES.

Among the new goods coming to hand this season (none of which reached this port in 1913) may be mentioned the following:—

Wire nails, wire rods, etc., about 5,000 tons.

Steel billets.

Eggs, approximately 1,500 cases.

Oatmeal, approximately 2,600 sacks.

Steel wire, approximately 1,400 bundles.

Condensed milk, approximately 450 cases.

Yeast cake.

Wax.

Roofing felt.

Iron piping.

Soap powder.

Cedar shingles.

Rice.

Silver bullion.



## COMMERCIAL INTELLIGENCE SERVICE.

The Department of Trade and Commerce invites correspondence from Canadian exporters or importers upon all trade matters. Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, &c., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or which is preferable, c.i.f. at foreign port.

### CANADIAN TRADE COMMISSIONERS.

#### Argentine Republic.

H. R. Poussette, 278 Balcarce, Buenos Aires,  
*Cable Address, Canadian.*

#### Australasia.

D. H. Ross, Stock Exchange Building, Melbourne.  
*Cable address, Canadian.*

#### British West Indies.

E. H. S. Flood, Bridgetown, Barbados, agent  
also for the Bermudas and British Guiana.  
*Cable address, Canadian.*

#### China.

J. W. Ross, 6 Kiukiang Road, Shanghai.  
*Cable address, Canooma.*

#### Cuba.

Acting Trade Commissioner, Lonja del  
Comercio, Apartado 1290, Havana. *Cable  
address, Cantracom.*

#### France.

Philippe Roy, Commissioner General, 17  
and 19 Boulevard des Capucines, Paris.  
*Cable address, Stadacona.*

#### Japan.

G. B. Johnson, P.O. Box 109, Yokohama.  
*Cable address, Canadian.*

#### Holland.

J. T. Lithgow, Zuidblaak, 26, Rotterdam.  
*Cable address, Watermill.*

### CANADIAN COMMERCIAL AGENTS.

#### British West Indies.

Edgar Tripp, Port of Spain, Trinidad.  
*Cable address, Canadian.*  
R. H. Curry, Nassau, Bahamas.

#### Colombia.

A. T. Beckwith, c/o Tracey Hmos, Medellin,  
Colombia. Cables to Marmato, Colombia.  
*Cable address, Canadian.*

#### Newfoundland.

W. B. Nicholson, Bank of Montreal Building,  
Water street, St. John's. *Cable  
address, Canadian.*

#### New Zealand.

W. A. Beddoe, Union Buildings, Customs  
street, Auckland. *Cable address, Canadian.*

#### South Africa.

W. J. Egan, Norwich Union Buildings,  
Cape Town. *Cable address, Cantracom.*

#### United Kingdom.

E. de B. Arnaud, Sun Building, Clare  
street, Bristol. *Cable address, Canadian.*

J. E. Ray, Central House, Birmingham.  
*Cable address, Canadian.*

Acting Trade Commissioner, North British  
Building, East Parade, Leeds. *Cable  
address, Canadian.*

F. A. C. Bickerdike, Canada Chambers, 36  
Spring Gardens, Manchester. *Cable  
address, Cantracom.*

Fred. Dane, 87 Union street, Glasgow, Scot-  
land. *Cable address, Cantracom.*

Harrison Watson, 73 Basinghall street,  
London, E.C., England. *Cable address,  
Sleighbing, London.*

#### Norway and Denmark.

C. E. Sontum, Grubbeget No. 4, Christiania,  
Norway. *Cable address, Sontums.*

#### South Africa.

D. M. McKibbin, Parker, Wood & Co.,  
Buildings, P.O. Box 559, Johannesburg.  
E. J. Wilkinson, Durban, 41 St. Andrew's  
Buildings, Durban, Natal.

### CANADIAN HIGH COMMISSIONER'S OFFICE.

#### United Kingdom.

W. L. Griffith, Secretary, 17 Victoria street, London, S.W., England.

## ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

In view of the transfer of British Consuls from and to various Consulates, and the occasional retirement of those officers, it has been considered desirable to give the address of the Consulate and omit the names of the Consuls.

**Austria-Hungary:**

Trieste, British Consul General.

**Belgium:**

Antwerp, British Consul General.

**Brazil:**

Bahia, British Consul.

Rio de Janeiro, British Consul General.

**Chile:**

Valparaiso, British Consul General.

**China:**

Harbin, British Consul.

**Colombia:**

Bagot, British Consul General.

**Ecuador:**

Quito, British Consul General.

**Egypt:**

Alexandria, British Consul General.

**Italy:**

Genoa, British Consul General.

Milan, British Consul.

**Mexico:**

Mexico, British Consul General.

**Netherlands:**

Amsterdam, British Consul.

**Panama:**

Colon, British Consul.

Panama, British Vice-Consul.

**Peru:**

Lima, British Vice-Consul.

**Portugal:**

Lisbon, British Consul.

**Russia:**

Moscow, British Consul.

St. Petersburg, British Consul.

Vladivostock, British Consul.

**Spain:**

Barcelona, British Consul General.

Madrid, British Consul.

**Sweden:**

Stockholm, British Consul.

**Switzerland:**

Geneva, British Consul.

**Turkey:**

Constantinople, British Consul General.

**Turkey-in-Asia:**

Smyrna, British Consul General.

**Uruguay:**

Monte Video, British Vice-Consul.

**Venezuela:**

Caracas, British Vice-Consul.

## PUBLICATIONS OF THE DEPARTMENT OF TRADE AND COMMERCE.

### Annual Report.

#### PART I.—CANADIAN TRADE:—

Imports into and Exports from Canada.  
(Itemized and General Statements.)

#### PART II.—CANADIAN TRADE:—

1. With France.
2. With Germany.
3. With United Kingdom.
4. With United States.

#### PART III.—CANADIAN TRADE:—

With Foreign Countries.  
(Except France, Germany, United Kingdom and United States.)

#### PART IV.—MISCELLANEOUS INFORMATION:—

Bounties.  
Lumber and Staple Products.  
Revenue and Expenditure of Department of Trade and Commerce.  
Statistical Record of the Progress of Canada.  
Tonnage Table.  
Trade Commissioner Service.

#### PART V.—GRAIN STATISTICS.

#### PART VI.—SUBSIDIZED STEAMSHIP SERVICE.

#### PART VII.—TRADE OF FOREIGN COUNTRIES AND TREATIES AND CONVENTIONS.

### Monthly Reports.

Census and Statistics.  
Trade and Commerce.

### Weekly Report.

*(Circulated within Canada only.)*

Containing Reports of Trade Commissioners and General Trade Information.

### Miscellaneous Publications.

Canada Grain Act.  
Canada Year Book.  
Census Returns.  
Commercial Arrangements between Canada and Foreign Countries.  
Export Director.  
Inspection and Sale Act.  
List of Licensed Elevators.













